TECHNOLOGY DEPT.

First Copy

A National Newspaper for Every Branch of the Industry

Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

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PUBLIC LIBRARY OCT 3 1927 DETROIT

SEES MEXICO FAST BECOMING LEADING MARKET FOR CARS

Star Official Reports On Conditions in Republic

LOS ANGELES, Oct. 25.—Mexico will have more cars per capita in a few years than any other country in the world except the United States, provided the southern republic continues its present rate of increase in car purchases, according to E. S. Jones, assistant sales manager of the Pacific Coast Star factory. Mr. Jones has just returned from a tour of the West Coast of Mexico.

"Where there are good roads," declared Mr. Jones, "it is less difficult to sell an automobile to a Mexican who can afford one than it would be to keep him from purchasing one."

Mr. Jones declares that many

(Continued on Page 2)

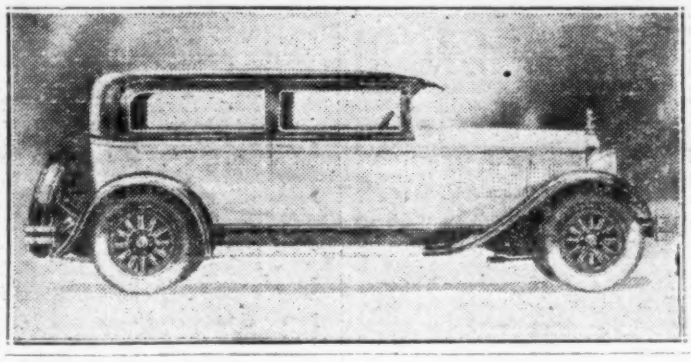
125,000 Tires Daily Akron Output; See Spring Dating Soon

Akron, O., Oct. 25.—Production at the tire plants is considerably higher than a year ago, as it is estimated that 125,000 casings are now being turned out each day.

There is no slump in prospect inasmuch as the demand by the automobile manufacturers is being placed as far ahead as next July and, although no definite announcement has yet been made, it is understood that the spring dating policy for the dealers throughout the country will go into effect on November 1, which will keep the factories busy from then on.

Inasmuch as crude rubber prices are now at a low level rubber manufacturers continue to discount the effect of any possible change in the Stevenson act, November 1.

NEW STANDARD SIX VELIE two-door sedan, offered in either blue or gray color combination, which has an adjustable driver's seat, 182¾ inches of springs and equipment including bumper, bumperettes, etc. Price, $1,115.



October Production of Cadillac And La Salle Heads for New High; Daily Average Is Now 175-180 Cars

DETROIT, Oct. 25.—October production of Cadillac and La Salle cars by the Cadillac Motor Car division of General Motors Corporation will reach a new high this month.

The company's plant has been running close to capacity output since the beginning of production of the new Cadillac and has continued so throughout October. The average daily output is 175 to 180 cars. The expected production for the month is 4,276 units, a gain of 5 per cent. over September, the biggest previous month. This would top production in October, 1926, by 43 per cent. and

(Continued on page 4)

$3,000,000 OAKLAND STEEL CONTRACT AWARDED

Pontiac, Mich., Oct. 25.—The contract for the steel for the new $3,000,000 assembly plant of the Oakland Motor Car Company was awarded here Saturday to the Mahon Steel Construction Company of Detroit, H. R. Boyer, works manager, announced. The order is for the supply of steel only, and calls for 2,500 tons of steel, costing approximately $200,000. The material is supplied as needed for construction. The general contract, including the cost of the erection of the plant, will be let within the next week.

National Standard To Buy Business Of Oakes & Co.

Chicago, Oct. 25.—Directors of the National Standard Company voted an increase in capital stock to 210,000 shares from 150,000 no par shares, the proceeds to be used in buying the entire assets and business of Oakes & Co., Indianapolis, and carrier division of the Electric Refrigeration Corporation, Detroit.

The Oakes company is a subsidiary of the Martin-Parry Company, and is manufacturer of carriers for spare tires, tire locks and radiator fans. Stockholders of the National Standard Company will vote November 2.

According to opinions of patent attorneys, the combined companies have practically a monopoly on the ring type tire carrier business. In addition, the Oakes company serves some sixty manufacturers of motor cars and tractors with radiator fans.

The purchase of these two companies will be financed partly from earned surplus of the National Standard Company and partly from the sale of 60,000 shares of stock to present stockholders on a 40 per cent. of holding basis.

The National Standard Company, manufacturer of wire braids, woven wire tapes and steel cables used by tire manufacturers, supplies more than 90 per cent. of the rubber companies in the United States and Canada.

KEPPERLEY DIES

New York, Oct. 25.—James E. Kepperley died of heart disease at Summit, N. J., Sunday night, after more than a year's illness. Mr. Kepperley was a director of Willys-Overland, Inc., and formerly held the post of vice-president and general counsel with that corporation. He was 52 years old.

CLOSING TIME FOR ADVERTISING
copy 9 a. m. two days preceding publication date.

SHOP EQUIPMENT AND SERVICE CALLED ESSENTIALS AT S. A. E. MEETING ON TRANSPORTATION

CHICAGO, Oct. 25.—Today saw the opening of the three-day transportation meeting of the Society of Automotive Engineers for 1927, which is being held here at the Hotel Sherman.

J. F. Winchester of the Standard Oil Company of New Jersey was chairman of the forenoon maintenance session, while R. E. Plimpton was in the chair during the afternoon, when reports were presented for the West Coast subcommittee, the nomenclature subcommittee, the accounting subcommittee and the regulations sub-committee.

Papers read during the maintenance session included one by Lieut. W. C. Thee of the Quartermaster Corps, U. S. A., on the "Army System of Maintenance"; "Maintenance on the West Coast," by E. C. Wood of Pacific Gas and Electric Company, and "Shop Equipment and Tools," by Martin E. Goldman of the Automotive Equipment Association, whose paper was followed by a demonstration of maintenance processes.

"The Army System of Maintenance of Motor Transportation" illustrated the application of laws or fundamental principles of industrial organizatnon and management to the maintenance of

(Continued on Page 2)

Tool Makers and Die Makers Being Hired by Ford Co.

Special from A. D. N. Detroit Bureau

Detroit, Oct. 25.—A representative of the Ford Motor Company said today that the organization is still taking on tool makers and die makers at the rate of approximately 100 a week.

Present figures of employment show about 42,000 at the Fordson plant and approximately 21,000 at the plant at Highland Park.

When the company swings into full production it is figured that between 95,000 and 100,000 will be employed.

WESTINGHOUSE BREAKS GROUND FOR UTICA PLANT

Utica, N. Y., Oct. 25.—The Westinghouse Electric and Manufacturing Company of East Pittsburg has broken ground for a new plant, 100x250 feet, one-story high, at Utica. This building will be used as a distributing point for the firm's products and will be completed in a few months.

A number of appliances for the automotive and other industries will be turned out at this plant in addition to the regular line of generators, converters, static condensers, industrial motors, railway and mine equipment, transformers, insulators and so forth.

VELIE EXPORTS INCREASE

Moline, Ill., Oct. 25.—Velie export sales during the past nine months have increased 141 per cent. over the same period a year ago, according to W. L. Velie, president of the company.

Lefebvre Succeeds Brandt as Oakland Operations Chief

Special from A. D. N. Detroit Bureau

Detroit, Oct. 25.—Gordon Lefebvre has been made vice-president in charge of operations for the Oakland Motor Car Company, succeeding A. J. Brandt, resigned.

Lefebvre was made general manager of General Motors of Canada, Ltd., at Oshawa, Ont., last year, and comes to Pontiac after long experience with General Motors. Brandt has been associated with A. R. Glancy, president of Oakland, for ten years, starting with the du Ponts and having charge of construction of the Old Hickory powder plant during the war.

Foreign Cars Getting Away From Color Stripe Effects

By H. LEDYARD TOWLE

Director Duco Color Advisory Service

LONDON, Oct. 25.—London's motor exhibition this year was full of life and color. This exhibition has been truthfully called the body builders' show.

There were cars in which one could spend the night, making a bed by the simple expedient of pulling the back of the front seat down where it fits snugly between the front and rear seat cushions. There were cars with front seats of cane, like our porch furniture.

Instrument boards were furnished which had at their left side a tidy little cubby hole about 6 inches wide and 8 inches deep, in which milady could cache her handbag or cigarette while driving. I noticed several models with running boards

(Continued on page 4)

Pennsylvania Adds to Fleet of Road Trucks

Harrisburg, Pa., Oct. 25.—The Pennsylvania State Highway Department's present large fleet of motor trucks is being augmented by 50 new three-ton General Motors Big Brute dump trucks, the order having been placed within the last few days. This gives the state nearly 200 pieces of truck equipment that will be used this winter to keep the highways clear of snow and ice. Many of the trucks, of dump body type, will be equipped with snow plows and scrapers. In the summer the fleet is used in connection with highway construction work.

1928 Models Seen at Los Angeles Show

Los Angeles, Oct. 25.—The fourth annual automobile salon of the Los Angeles Motor Car Dealers Association just held in the Biltmore Hotel had in one display all the up-to-the-minute cars including all of the 1928 models so far put out.

This year the show was not confined as formerly to closed cars only, open models being also displayed. There was no attempt to exhibit other than conventional cars. In fact, the absence of freakishness in bodies or colorings was conspicuous.

Thirty-two members had exhibits.

Corporation Surpluses In Line for Taxation

By FRANCIS P. DAILY

WASHINGTON, Oct. 25.—Automobile manufacturers, distributors and dealers operating as corporations are expected to feel the new "teeth" which it is proposed to put into the present law requiring the Treasury Department to tax surpluses which have escaped taxation and have been used to operate their businesses.

The Congressional Committee on Taxation has begun its series of meetings and a report of its findings will be submitted to Congress and acted upon by the House Ways and Means Committee and the Senate Finance Committee.

Although the law authorizes the Treasury to impose a tax when the government believes that surpluses are unnecessarily large and held to evade taxation, the law has never

(Continued on Page 11)

Star Official Sees Mexico as Market

(Continued from Page 1)

cities in Mexico are inaugurating extensive street and highway improvement programs that will be of material help in stimulating car sales.

In mentioning specific road improvement programs, Mr. Jones stated:—

"The importance of this news from Mexico lies only in the evidence that the idea of modern improvements is almost as widespread in the awakened Mexico of today as in the United States. Tampico and Durango a few years ago were farther apart in intercourse than New York and Shanghai. Now they are connected with business ties and modern ideas."

IGOU JOINS SWINEHART TIRE

Akron, O., Oct. 25.—The Swinehart Tire and Rubber Company announces the appointment of W. H. Igou as general sales manager for the company.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS.

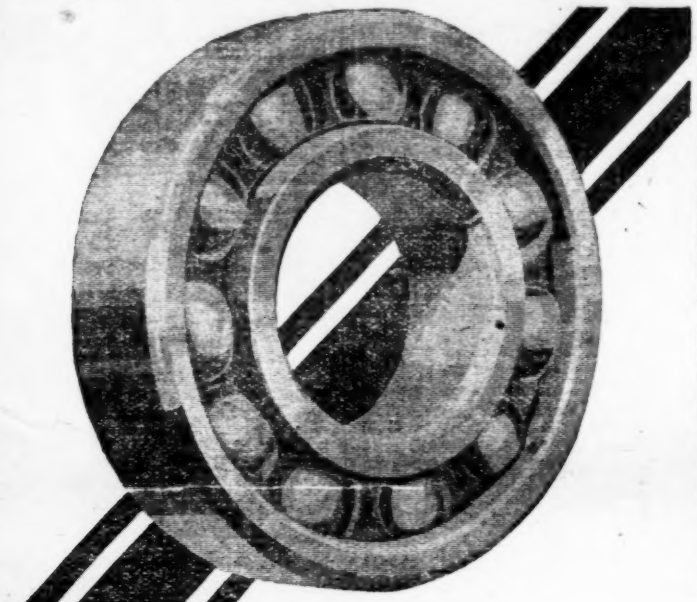
Efficiency Marks Industry's Output

New York, Oct. 25.—The output in the automotive industry of 100 men in the year, 1914, is now being produced by less than thirty workers, on the basis of production efficiency as charted for 1925 by the National Industrial Conference Board here, the report of which has just been made public.

In the rubber industry, which owes its modern development mostly to the automobile industry, it took in 1925 only forty workers to produce the same quantity which it took 100 men to turn out in 1914.

ELCAR TRIP

Elkhart, Ind., Oct. 25.—W. B. Patterson, vice-president of the Elcar Motor Company, has returned from a trip which included calls on Elcar dealers in localities where relatively poor roads would apparently make sales rather hard to make. He reports that these dealers, on the contrary, are quite successful, and attributes this largely to the shockless chassis.



Ever Think of It in This Light?

"GEARS do not require adjustment to compensate for wear, so a correct position once attained should never be altered."

This statement by a leading engineering authority on gears explains in a nutshell why a New Departure Ball Bearing is preferred, for supporting gears, to one which, being made to less precision limits and of less enduring steel, eventually wears "loose" and must be readjusted to take up this play.

THE NEW DEPARTURE MANUFACTURING COMPANY
Bristol, Connecticut
Detroit *San Francisco* *Chicago*

New Departure Quality Ball Bearings

715

Transportation Is Subject of Chicago S. A. E. Meeting

(Continued from Page 1)

motor transportation used by the army forces of the United States. First Lieut. W. C. Thee of the Quartermaster Corps, U. S. A., went into the subject with great detail, analyzing the several problems and their handling and dividing the factors involved into production, training, inspection, engineering and administration.

Mr. Goldman directed the attention of members to the fact that while the sales of new trucks and buses now amount to about $542,000,000, the maintenance during 1926 of these classes of vehicles in America approximated $1,202,000,000.

Analyzing transportation costs, he designated time to be the one basic commodity of trade, and cited the instance of a bus-co-operating company which found that its cost of keeping a bus idle is $1.15 an hour; 10 cents interest on the investment, depreciation 35 cents, 63 cents loss of net earnings, of which the vehicle is capable and which it should produce, 7 cents cost of garage or repair shop space occupied by the bus while standing idle. The total of $1.15 does not include mechanic's labor, which throughout the United States averages 62 cents an hour, nor light, heat, power or similar maintenance station overhead.

Thus, at $1.15 per hour, a 24-hour day's idleness costs $27.60, exclusive of any labor or parts applied. This indicates the importance of minimizing idleness of automotive transportation equipment.

"Transportation units," said Mr. Goldman, "must be inspected constantly in the interest of economy. Locomotives will easily give a minimum of 500,000 miles of service, but I am told that none of them would last a week without constant attention. Railroads have established definite and positive inspections which must be carefully made at all terminals. In addition they have specific inspections to be made at all division points en route.

"The engineers are compelled to make a report on a standardized form, at the end of each trip, giving their opinion of the locomotive condition, based on performance during the trip just completed.

"Our observation leads to the finding that in the motor transportation business regular systematic inspections are too rarely used. There is not enough 'vehicle idleness' prevention. There is not sufficient test and inspection equipment in the average transportation maintenance station to detect and locate minor symptoms, the neglect of which frequently results in expensive unnecessary delays after these minor troubles develop to major deficiencies."

He concluded by sketching the service that is obtainable through the use of modern shop equipment for keeping buses and trucks up to a high standard of operating efficiency, adding that a complete set of such equipment may be installed at an investment of $1,500 up.

The freight-handling session will get under way tomorrow morning, with F. I. Hardy of the Boston & Maine Railroad as chairman.

F. C. Horner of the General Motors Corporation will preside at the Wednesday afternoon meeting of the motor truck division. G. R. Gwynne will speak on the problems presented by long-distance transportation; A. W. S. Herrington on "Application of Operating Cost Systems," and F. L. Murphy, Jr., on "Common Carrier Under State Regulations."

The annual transportation banquet will be held Wednesday evening. Two of the prominent speakers scheduled are G. W. Dixon of the Arthur Dixon Transfer Company, who will have as his subject "Transportation," and Brig. Gen. F. H. Pope, United States Army Quartermaster Corps, who will address the banquet guests on "The Relation of Commercial to Army Transportation."

OTIS STEEL PROFIT

New York, Oct. 25.—Otis Steel Company for quarter ended September 30, 1927, reports profit of $468,076 after interest and ordinary taxes, but before depreciation and Federal taxes, comparing with $683,482 in preceding quarter and [illegible] in third quarter of 1926.

SPARKS from DETROIT

Reo Rises
* * *
Detroit Builds Streets
* * *
A Rolling Palace
* * *
General Motors on the Air

Walter Boynton—Detroit Editor

"SPEAKING of increases in registration," says B. M Taft, Detroit branch manager for Reo Motor Car Company, "what's the matter with our showing? In August, 1926, we registered 730 cars and in August of this year we had 1,704 better than 100 per cent. rise."

* * *

That Detroit is not idle in the matter of providing increased street facilities for increased traffic is shown by the report of the Department of Public Works. Nearly 170 miles of paving are announced, at an approximate cost of $12,700,692. The total yardage is 3,522,477 square yards, which sets a record for the city. The average yard cost has been $3.51, compared with $3.86 last year and $4.24 in 1925. One of the most important individual jobs to be undertaken this year is paving Gratiot Avenue to the northeast, ninety-two feet wide, from Loretto to Lappin, beyond the Seven-Mile Road, at an estimated cost of $400,000.

* * *

DANIEL W. SMITH, well-known Detroit manufacturer, has had a private bus-type automobile built to his order that possesses some novel features. It is a real house on wheels and will make its maiden trip to California. It has accommodations for six passengers and a crew of two and its weight is 18,500 pounds. Power is supplied by two engines of 250 horse power each, and these are estimated to give it a speed of sixty miles per hour, with a fuel consumption of six miles to the gallon.

The crew consists of a chauffeur and a chef, whose quarters are forward in the car. In the driver's compartment are apparatus for electric refrigeration and for generating gas for cooking and for heating. There are two passenger cabins, each providing sleeping accommodations for three, and one of them serves as a dining room for six guests. The rear portion of the car is a spacious observation section, equipped with every convenience, from radio to electric cigar lighters.

Mr. Smith is enthusiastic about the vehicle as a means of comfortable and independent transportation.

* * *

Plans for putting General Motors on the air, via radio, have been announced, the opening program to be broadcast November 7. For the present, weekly programs, very Monday night, are to be in order, covering from New York to Omaha and from Portland, Me., to Jacksonville, Fla. Later the service will be extended to the Pacific Coast. For the present, twenty-eight stations are on the list.

* * *

THANKS to the use of motor transportation, F Troop of the Fifth Cavalry, U. S. A., have accomplished a "march" of 300 miles in thirty-six hours. This is the longest march in trucks ever made by cavalry in the United States and sets besides a record for the transportation of "mounted" troops by motor. On the first day, the command covered 160 miles, and the remaining 140 were completed before darkness the second day. Horses, men and full field equipment were carried in the trucks.

Further test maneuvers will be made, and if they are carried to their potentiality, huzzas for the hussars will become a thing of the past. The motor truck may not be so romantic as the horse, but it gets further quicker.

* * *

A SHOP for the manufacture of more airplanes in Detroit is being tooled. The enterprise is that of E. P. Hurd, who has been conducting experiments over a period of about six months, with Fred Huep, a German aviation engineer, as supervisor. The planes are to be powered with the Air Cat engine, a 60-horsepower radial type, made by the Detroit Aircraft Engine Corporation. Commercial production is set for the early spring.

* * *

Alabama has trebled her motor truck registration within the last six years. Old Alabama rolls along.

* * *

B. L. Hartwick has been named as Willys-Knight and Whippet distributor for Lansing and the surrounding territory. As president of the Hartwick Motor Sales Company he will handle the wholesale end of the business. Mr. Hartwick has had long experience in the retailing end of the

(Continued on Page 11)

Activities in the Passenger Car Field

Sales and Developments On Chicago's Motor Row

By WALTER BERMINGHAM

CHICAGO, Oct. 25.—The Chicago Automobile Trade Association is supporting President Cermak of the Cook county Board of Commissioners in his campaign to eliminate dangerous grade crossings.

The commissioners have established a Bureau of Grade Crossing Separation. The dealers are in hearty accord with this movement and have notified the legislative body of the county to call on them at any time if their co-operation is needed.

It has been determined that there are 270 grade crossings in the county to be separated. The bureau will confine its attention to the legal and engineering problems which will be confronted in the effort to protect the lives of the automobile public of the county. The bureau aims to separate 100 grade crossings a year.

The county commissioners have shown their appreciation of the work of the dealer body by appointing Harry P. Branstetter, Kissel distributor, and long a prominent figure in the automobile business here, chairman of the Cook County Citizens' Highway Advisory Commission.

FEWER FORD DEALERS

Announcement is made of the appointment of Charles J. Dempsey, Inc., Ford dealer at 2300 West Madison St., as the only authorized Lincoln dealer on the west side of Chicago, including the suburbs of Oak Park, River Forest, Forest Park, Berwyn, Riverside and Maywood. This is in line with the new policy of the Ford company to merchandise the Lincoln automobile through fewer dealers.

BUILD ADDITION

Nelson Motor Company, Kissel and Gardner dealer at 3514-20-32-38 North Halsted St., has built an addition to its already large garage. This was found necessary in order that service facilities might be increased and additional modern equipment installed to accomodate an ever-growing business.

MOVE DEPARTMENTS

The Logan Square Reo Company, of which William J. Conner is president, and Edward J. Kane, general manager, announce the removal of its sales and service departments to new quarters at 2539 Milwaukee Ave.

TRI-CITY MOTOR SOLD

J. W. Bermes, the former proprietor, has sold the Tri-City Motor Company, Chevrolet dealer at 32 Main St., Park Ridge, to R. E. Truax. It is understood that the business of the Tri-City company will be continued by the new owner at the old address.

SERVICE DEPARTMENT

A truck, used car and serviee department has been opened by the Ross Chevrolet Sales, Chevrolet lealer at 3909-13 North Western Ave. This is in addition to the main store at 1832 Irving Park Boulevard.

ADD PAIGE LINE

Announcement is made by Hanke & Graf, Inc., Marmon dealers at 7623 South Halsted St., with a branch at 7346 Stony Island Ave., that they have added the Paige to their sales line.

GET AUBURN FRANCHISE

Ball Brothers Motor Sales, formerly Hudson-Essex dealers, at 6649 Oliphant Ave., Edison Park, have been granted an Auburn franchise in that territory.

TAKE CHANDLER LINE

The Chandler line has been acquired by the Bergstrom Auto Sales, formerly Chrysler dealers, at 820 West 59th St.

TO HANDLE PAIGE

Announcement is made that the Royal Auto Sales and Service, Peerless dealers, at 1747 Milwaukee Ave., have added the Paige to their sales line.

TO ESTABLISH BRANCH

With the acquisition of the Parkway Motor Sales, formerly Hudson-Essex dealers, at 3308 West North Ave., by the Hudson Motor Company of Illinois, the distributing organization in this vicinity, announcement is made that the location will be established as a branch The Hudson branch formerly located at 2342 West Division St., has been discontinued.

OPEN SERVICE STATION

Ace Auto Sales, Oldsmobile dealers, have opened a service station at 3006 Lawrence Ave. The company is a branch of the Shear Motor Sales which markets Oldsmobiles at 2009 Irving Park Boulevard.

ADD NEW LINES

Schoenbeck Motor Sales, Oakland dealers at 302 North Evergreen Ave., Arlington Heights, have added the Auburn to their sales line. The Stutz line has been added by Miller Motors, Chandler dealers, at 1492 Miner St., Des Plaines.

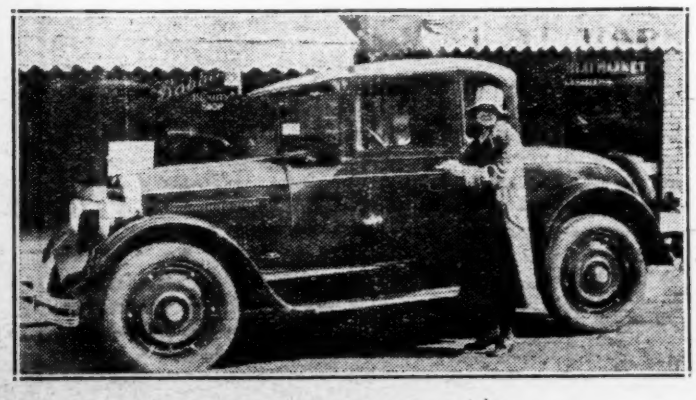
RETAIL CAR MANAGER

F. A. Okon has been appointed manager of the retail, new and used car departments of Smith-Sauer & Brown Motors Company, Marmon distributor at 2349 South Michigan Ave.

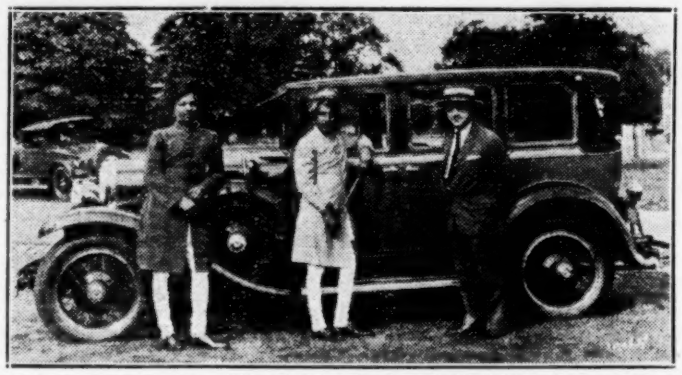
GLAVIN JOINS STAFF

Seattle, Wash., Oct. 25.—B. S. Glavin, for several years with the Stimson Mill Company, has joined the staff of the Truck Tire Company.

AN AUTOMOBILE SALESWOMAN—Mrs. Marcia Hisgen has joined the sales staff of the Schnake Motor Company, Studebaker distributorship at Evansville, Ind., after making her fourth successive purchase of a Studebaker car, this time a Dictator business coupe.



LA SALLE SEDAN, with special body, was bought by Michael Katz, Cadillac-La Salle dealer at Port Chester, N. Y., by Sir Sajjah Singh, Maharajah of Ratlam in Central India, who visited the United States recently with the British polo team.



WM. HUFNAGEL PIONEER MOTOR SHOW PROMOTER

Hoboken, N. J., Oct. 25.—William Hufnagel, Chevrolet distributor in North Hudson, who has been named chairman of the motor show at the steel pier here, which opens October 26, is the pioneer automobile dealer in Hudson county. In addition he sponsored the first auto show held in this section and has been chairman of nearly a dozen shows in the last two-score years.

Mr. Hufnagel sold one-cylinder Reos twenty-one years ago in North Hudson, and then went from that to the Apperson, Ford, Chevrolet and Studebaker, finally coming back to the Chevrolet, which he has been representing for eleven years. He is arranging for prize contests, chief of which will be the award to the exhibitor who sells the most cars during the show, bona fide contracts to be checked by a committee he will name later. His own organization will not share in any of the awards.

USE THE AUTOMOTIVE DAILY NEWS CLASSIFIED ADVERTISEMENTS.

CHEVROLET DEALERS OF DENVER ZONE MEET

Denver, Col., Oct. 25.—From every quarter of the Denver zone, which includes Colorado, Wyoming, western Kansas, Nebraska and South Dakota, Chevrolet dealers attended a dinner at the Cosmopolitan Hotel here last Friday evening. There were approximately 200 persons present.

Assisting H. J. Klingler, general sales manager for Chevrolet, in putting over the meeting and dinner were: W. G. Llewellyn, sales promotion manager of the Los Angeles zone; P. A. Jerrue, Denver zone sales manager. Mr. Jerrue officiated as master of ceremonies. The dealers present predicted good business ahead for their car in their territory.

NEW DISTRIBUTOR

Ridgefield Park, N. J., Oct. 25.—The Bergen-Hudson-Essex Company, Inc., has been organized in this city for the sale and service of Hudson and Essex cars, as distributor for Bergen county. James W. Jackson is head of the new concern.

Dealers Cheerful In Philadelphia in Spite of Low Sales

PHILADELPHIA, Oct. 25.—New car sales the past month have fallen off considerably since the previous thirty-day period and also declined from the figures of the corresponding month a year ago. According to authoritative registration reports the most marked recession has been in low and medium-priced cars.

Used cars, according to reliable sourecs of information in this territory, are, on the whole, virtually at a standstill with the exception of particularly desirable closed models of a few makes.

Both new and used cars of the type just mentioned are selling better in the outlying districts than in the metropolitan territory. Dealers generally are hopeful and dull business does not seem to have meant dull spirits. Plans are beginning to shape up for the annual Automobile Show, which never fails to arouse much consumer interest.

Figures received by the Philadelphia Automobile Trade Association covering the month of September for Philadelphia county show that 2,325 new cars were registered, while the total thus far for the year, up to September 30, amounted to 28,205 registrations, as compared with 32,225 for the corresponding period of 1926, or a decrease of 4,018 registrations.

The biggest drop was in Fords and Dodges for the month of September, with the Nash, Buick, Chevrolet, Chrysler and Essex holding their own.

ACCOUNTANTS MEET

Philadelphia, Oct. 25—The monthly meeting of the Philadelphia Automobile Accountants' Association was held in the rooms of the Philadelphia Automobile Trade Association. Allen C. Middleton of the firm of Conrad & Middleton, and also of the collection firm of Shriver, Bartlett & Co., addressed the membership on the subject of collections.

for Economical Transportation

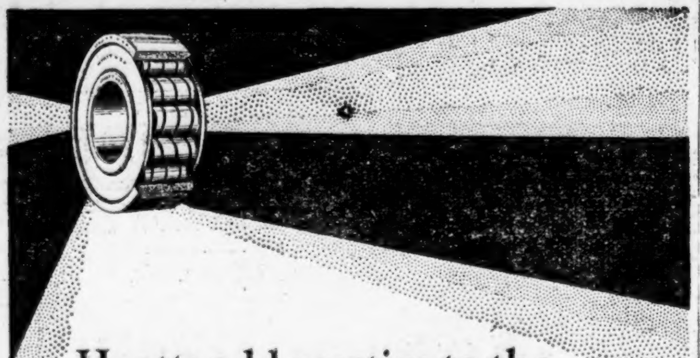
CHEVROLET

Today's Chevrolet is the world's most beautiful low-priced car. This outstanding beauty is one of the vital reasons for Chevrolet's spectacular nation-wide sales success---providing Chevrolet dealers with a matchless sales advantage.

CHEVROLET MOTOR CO., DETROIT, MICH.

Division of General Motors Corporation

QUALITY AT LOW COST



Hyatts add prestige to the transportation they equip

HYATT

QUIET ROLLER BEARINGS

Body Builders' Art At Peak Shown at Exhibit in London

(Continued from Page 1)

made up of parallel aluminum strips with openings between them 1 inch wide so that the dust and mud of the road might the more readily sift through when wiped from the shoes.

If one likes to go down the gypsy trail there were compact trailers containing a living room with fold-up bunks, a kitchen and bath. Many door panels and instrument boards in many cars were decorated with mother-of-pearl. This aids materially in their enrichment.

It is interesting and sometimes startling to an American to see the way European coach builders find it possible to alter the appearance of our various standard chassis by special bodies. The cars under individual treatment had a decidedly smart appearance.

The colors noticed on some of the more outstanding exhibits were interesting. In the first place, striping seemed definietly to have gone out. There was a decided lack of it on the European cars, with only the American exhibits to hold the tradition.

I would like to mention a very smart touring car done in gray, with upholstery of wine red and with its chassis in red. There was a number of metal mouldings finished in silver, and I noticed a falling off in the cars which have a belt molding running from the radiator straight through to the rear.

A sedan in cream with sable top and fenders of cream, with wire wheels, looked very smart. Next to it I noticed a Hispano in maroon and black, with soft taupe Spanish leather upholstery. Another Hispano, a limousine, in imitation wood ash, with fenders and disk wheels of the same texture, a black top and taupe upholstery had its group of admirers.

A coach in aluminum, with black hood and cowl and a single vermilion molding was interesting, and had a unique touch in the wire wheels, where the exposed brake drums were striped with a wide band of vermilion.

Among other interesting combinations to be seen were a touring car in green, with cream fenders and black wire wheels; a cream and black sedan, with coffee colored upholstery; a coupe in Congo smoke and sable, with mahogany leather upholstery; a Lancia sports sedan, with black top and gray body, wicker driving seat upholstered in gray leather, and a striking sports air.

A resume of the show disclosed that there was an earnest attempt on the part of manufacturers to appeal to the public by carefully shown and artistic color schemes.

Cadillac-La Salle Production High

(Continued from Page 1)

the biggest previous October by 30 per cent.

Preliminary figures also indicate October shipments will be the second largest of any month in Cadillac history, the largest being in March this year. They will surpass September shipments by 6 per cent. shipments of October of last year by 93 per cent., and will be 25 per cent. greater than any previous October in Cadillac history.

The production schedule based on demand for both the La Salle and the new Cadillac calls for doubling the output through the current twelve months.

CURRENT PRICES OF PASSENGER CAR MODELS

AUBURN—6-66. 120 W. B.

5 Touring	1,145	5 Cabriolet	1,295
5 Roadster	1,095	5 Sedan	1,295
5 Sport Sedan	1,195	5 Wanderer	1,345

AUBURN—8-77. 125 W. B.

5 Roadster	1,395	5 Cabriolet	1,595
5 Touring	1,445	5 Sedan	1,695
5 Sport Sedan	1,495		

AUBURN—8-88. 130 W. B.

5 Roadster	1,995	5 Sedan	2,195
5 Touring	2,045	5 Cabriolet	2,095
5 Sport Sedan	2,095		

AUBURN—8-88. 147 W. B.

7 Touring	2,295	7 Sedan	2,895

BUICK—6-cyl. 114½ W. B.

4 Roadster	1,195	4 C. C. Coupe	1,275
2 Coupe	1,195	5 4-dr. Sedan	1,295
5 2-dr. Sedan	1,195	5 Town Broug.	1,375
5 Spt. Touring	1,225		

BUICK—6-cyl. Series 120. 120 W. B.

4 Coupe	1,465	5 De Luxe 4-dr. Sedan	1,575
5 4-dr. Sedan	1,495		

BUICK—6-cyl. Series 128. 128 W. B.

4 Roadster	1,495	5 Coupe	1,850
5 Spt. Touring	1,525	5 Broug. Sedan	1,925
4 C. Club	1,765	7 Sedan	1,995

CADILLAC—Fleetwood Design. 140 W. B.

5 Sedan	4,095	Transformable Town Cabriolet 3512	5,000
5 Sed. Cabrio.	4,095	Transformable Town Cabriolet 3520	5,500
7 Sedan	4,195	Transformable Town Cabriolet 3525	5,500
7 Sed. Cabrio.	4,195	Transformable Limousine Brough.	5,500
5 Imp. Sedan	4,245		
7 Imp. Cabrio.	4,445		

CADILLAC—Fisher Design. 140 W. B.

Roadster r. s.	3,350	5 Sedan	3,595
4 Phaeton	3,450	5 Town Sedan	3,395
4 Spt. Phaeton	3,950	7 Sedan	3,695
7 Touring	3,450	5 Imp. Sedan	3,745
2 Coupe r. s.	3,295	7 Imp. Sedan	3,895
2 Conv. Cpe r. s.	3,495	5 Imp. Cabrio.	3,745
5 Coupe	3,495	7 Imp. Cabrio.	3,895

CHANDLER—Special. 109 W. B.

5 Touring	945	3 De L. Coupe	1,125
5 Sedan	995	Sportster	1,145
5 De L. Tour.	1,005	5 De L. Sedan	1,135
3 Coupe	1,035	4 Roadster	1,135

CHANDLER—"Big Six." 124 W. B.

Touring	1,545	7 Touring	1,695
5 Met. Sedan	1,495	4 Com. Road	1,695
5 M. Sed. De L.	1,595	5 Roy. 6 Sedan	1,795
4 Coupe	1,675	7 De L. Sedan	1,795
3 C. C. Coupe	1,675		

CHANDLER—"Royal Eight." 124 W. B.

7 Touring	1,995	5 Sedan	1,995
3 C. C. Coupe	1,995	4 Coupe	1,995
4 Roadster	1,995	7 De L. Sedan	2,095

CHEVROLET—Superior. 103 W. B.

2 Roadster	525	5 Sedan	695
5 Touring	525	Sport Cabriolet	715
5 Coach	595	5 Landau	745
2 Coupe	625	5 Imp. Landau	745

CHRYSLER—4-cyl. 52. 107 W. B.

Chassis (cowl)	525	2-dr. Sedan	735
Coupe	725	Touring	750
Roadster (with rumble seat)	725	4-dr. Sedan	795
		De Luxe Coupe	795

CHRYSLER—6-cyl. 62. 109 W. B.

5 Touring	1,095	5 Sedan	1,245
4 Roadster	1,175	4 Coupe	1,245
5 Sedan	1,145	5 Landau	1,295

CHRYSLER—6-cyl. 72. 120 W. B.

4 Roadster	1,495	5 Cl. C. Sedan	1,595
4 Spt. Road	1,525	5 Royal Sedan	1,595
2 Coupe (R.S.)	1,545	5 Crown Sedan	1,745
4 Coupe	1,595	2 Conv. Coupe	1,745

CHRYSLER—6-cyl. 80. 120-127-133 W. B.

5 Phaeton	2,495	5 Coupe	3,095
4 Roadster	2,595	5 Sedan	3,195
7 Phaeton	2,645	Landaulet	3,295
4 Spt. Road	2,695	7 Sedan	3,295
5 Std. Sedan	2,675	Cabriolet	3,495
5 Std. Landau	2,795	7 Sedan Lim.	3,595
7 Std. Sedan	2,895	5 Sedan Lim.	3,695
5 Spt. Phaeton	2,895	Town Car	5,495

***CUNNINGHAM—8-cyl. 132 W. B.**

4 Touring	6,500	4 Coupe	8,000
2 Roadster	6,500		

***CUNNINGHAM—8-cyl. 142 W. B.**

7 Touring	7,000	6 Limousine	8,500

*Delivery prices.

DAVIS—8-cyl. 119 W. B.

5 Touring	1,795	Princess Coupe	1,865
Polo Roadster	1,795	Emperor Sedan	1,885

DIANA—8-cyl. 125½ W. B.

5 Phaeton	1,595	5 P. B. Road	1,895
7 Tr 135 W. B.	1,795	5 4-dr. Sedan	2,095
5 Royal Road	1,795	5 C. Road. (PT)	2,295
5 2-dr. Sedan	1,795		

DODGE BROS.—4-cyl. 108 W. B.

4 Coupe	855	4 Cab. Roadster	955
5 Stan. Sedan	875	5 De L. Sedan	975

DODGE—6-cyl. 116 W. B.

5 Sedan	1495	2 Cabriolet	1,595
4 Coupe	1,570	5 Sedan	1,595

ELCAR—6-70. 117 W. B.

7 Touring	1,275	5 Sedan	1,395
5 Brougham	1,295	4 Landau	1,475

ELCAR—3-82. 123 W. B.

5 Brougham	1,595	4 Landau	1,870
7 Touring	1,645	Tr. Air Broug.	1,995
5 Sedan	1,790		

ELCER—8-90. 127-132 W. B.

5 Brougham	2,195	5 Sedan	2,465
4 Landaulet	2,295	7 Sedan	2,765
7 Touring	2,465		

ERSKINE SIX LINE—6-cyl. 107 W. B.

2 Coupe	895	Sport Roadster	965
5 Tourar	915	4-dr. Sedan	965
4 Sport Coupe	965		

ESSEX—6-cyl. 110½ W. B.

2 S-S Speedab't	700	4 S-S. Speedster	835
5 S-S. Coach	735	5 Sedan	835
2 S-S. Coupe	735	5 Phaeton	835
2 Coupe Lea	750	5 Sedan De Luxe	895

FALCON-KNIGHT—6-cyl. 109½ W. B.

5 Touring	990	3 Coupe	995
2-dr. Sedan	995	4-dr. Sedan	1,095
4 Roadster	1,040	5 Landau	1,145
4 G. G. Roads	1,250	Chassis	775

FLINT—6-cyl. Model 60. 115 W. B.

5 Touring	1,250	5 Sedan	1,395
4 Spt. Roadst'r	1,350	4 Brougham	1,395
4 Coupe Road	1,395		

FLINT—6-cyl. Model 80. 120 W. B.

5 Touring	1,450	4 Coupe	1,795
4 Spt. Touring	1,595	5 Sedan	1,850

FLINT—"80," 130 W. B.

7 Touring	1,595	Sedan	2,050

FORD—4-cyl. Model T. 100 W. B.

2 Roadster	360	Tudor Sedan	495
5 Touring	380	Fordor Sedan	545
Coupe	485		

FRANKLIN—6-cyl. 119 W. B.

3 Coupe	2,490	5 Oxford Sedan	2,815
4 Victoria	2,740	5 Spt. Sedan	2,910
5 Sedan	2,790	3-5 Con. Coupe	2,925

FRANKLIN—6-cyl. 128 W. B.

2-4 Coupe	2,975	7 Oxford Sedan	3,015
5 Spt. Touring	2,975	7 Limousine	3,080
7 Sedan	2,980		

GARDNER—Series 75. 122 W. B.

5 Sedan	1,490	5 Spt. Coupe	1,475

GARDNER—Series 80. 122 W. B.

4 Roadster	1,595	4 Vic. Coupe	1,745
5 Spt. Coupe	1,745	5 Sedan	1,795

GARDNER—Series 85. 130 W. B.

4 Roadster	1,695	5 Sedan	1,895
5 Spt. Coupe	1,845	5 4-dr. Broug.	1,895
4 Vic. Coupe	1,845		

GARDNER—Series 88. 130 W. B.

5 Touring	1,795	5 Touring	1,795

GARDNER—Series 90. 130 W. B.

4 Roadster	1,995	5 Brougham	2,295
5 Sedan	2,295	4 Land Roadn'r	2,295
5 Victoria	2,295		

HUDSON—6-cyl. 118 W. B.

Coach	1,175	4-dr. Sedan	1,285

HUDSON—6-cyl. 127⅜ W. B.

Stan. Coach	1,285	7 Cus. Phaeton	1,600
Stan 4d Sedan	1,385	7 Cus. Sedan	1,850
Cust. Brgh'm	1,575		

HUPMOBILE—6-cyl. Model H5. 114 W. B.

5 Touring	1,325	5 Sedan	1,385
2 Coupe	1,385	5 Brougham	1,38[illegible]
4 Roadster	1,385		

HUPMOBILE—8-cyl. Model E3. 125 W. B.

5 Touring	1,795	5 Sedan	2,195
4 Coupe	2,195	5 Victoria	2,195
4 Roadster	1,895	7 Sedan	2,345
7 Touring	1,895	7 Limousine	2,526
5 2-do. Brough.	2,095		

JORDAN "R"—107 W. B.

5 Cus. Sedan	1,595	4 Tomboy	1,595
4 Sport Salon	1,595	B. B. Touring	1,745

JORDAN—8-cyl. 116 W. B.

4 P. B. Road	1,545	5 Sedan	1,695
4 Victoria	1,695	4 Spt. Coupe	1,695

JORDAN—Air Line. 8-cyl. 116 W. B.

5 Sedan	2,195	4 Col. Coupe	2,795
5 2-dr. Victria	2,195	Coupe (r. s.)	2,195

JORDAN—8-cyl. 125½ W. B.

4 Victoria	2,495	5 Sedan	2,495
4 Playboy Road	2,345	4 Spt Coupe	2,495

KISSEL—6-55. 131 W. B.

5 Phaeton	1,685	4 All-Yr. Coupe	1,895
7 Touring	1,785	4 Tourster	1,895
5 2-dr. Br. Spe.	1,795	5 4-d. Br. S. Sp.	2,095
5 4-dr. Br. Sed.	1,895	5 All-Yr. Broug.	2,295
4 Speedster	1,895	7 New Sedan	2,295

KISSEL—6-70. 117 W. B.

5 4-dr. Br. Sed.	1,495	4 Coupe Road	1,595

KISSEL—8-80. 125 W. B.

5 Phaeton	1,885	5 4-dr. Br. Sed.	2,095
5 2-dr. Br. Spe.	1,995	4 All-Yr. Coupe	2,095
4 Speedster	2,095	5 All-Yr. Broug.	2,495

KISSEL—8-80. 132 W. B.

7 Touring	1,985	5 4-d. Br. S. Sp.	2,295
4 Tourster	2,095	7 New Sedan	2,495

KISSEL—8-90. 131 W. B.

5 Phaeton	2,185	4 All-Yr. Coupe	2,395
5 2-dr. Br. Spe.	2,295	4 Speedster	2,395
5 4-dr. B. Sed.	2,395	5 All-Yr. Broug.	2,795

KISSEL—8-90. 139 W. B.

7 Touring	2,285	5 4-d. Br. S. Sp.	2,595
4 Tourster	2,395	7 New Sedan	2,795

KISSEL—De Luxe. 139 W. B.

5 Broug. Sedan	2,985	7 Sedan	3,495
		7 Berin Sedan	3,585

LA SALLE—8-cyl. 134 W. B.

7 Sedan	2,795	7 Imp. Sedan	2,895
5 Imp. Sedan	2,795		

LA SALLE—8-cyl. 125 W. B. (Fleetwood Line)

Stat'ry Coupe	3,600	Town Cabriolet	4,500
5 Sedan	3,800	T. Town Cabri.	4,700

LA SALLE—8-cyl. 125 W. B.

5 Phaeton	2,495	4 Victoria	2,635
2 Roadster	2,525	5 Town Sedan	2,650
2 Coupe	2,585	5 Sedan	2,685
2 Con. Coupe	2,635	Spt. Phaeton	2,995

LINCOLN—8-cyl. 136 W. B.

4 Coupe	4,600	4 Sedan	4,800
2 Roadster	4,600	5 Sedan	4,800
4 Spt. Phaeton	4,600	7 Sedan	5,000
7 Touring	4,600	7 Limousine	5,200

LINCOLN—8-cyl. 136 W. B.

Club Roadster	4,600	6 Berlin Landa.	6,500
2 Coupe	5,000	Cabriolet	6,600
Berline	5,500	Le Baron Cabri.	7,000
Limousine	6,000	Holbrook Cabri.	7,200
Breugham	6,400	Col. Cabriolet	7,300

LOCOMOBILE—8-70. 122 W. B.

5 Sedan	1,975	4 C. Coupe	1,995
5 Brougham	1,975		

LOCOMOBILE—8-80. 130 W. B.

5 Sedan	2,850	7 Suburban	3,500
5 Brougham	2,900	Coll. Coupe	3,000
4 Spt. Touring	2,850	Spec. Roadster	3,500
7 Sedan	3,350	7 Touring	3,500

LOCOMOBILE—6-cyl. "90." 138 W. B.

4 Sportiff	5,900	5 Sedan Vic.	7,450
4 Roadster	5,900	5 Brougham	7,500
5 Vic. Sedan	7,300	7 Sub. Sedan	7,500
7 Touring	6,000	7 Non Coll. Cab.	7,500

LOCOMOBILE—Model 48. 142 W. B.

2 Touring	7,460	5 Vic. Sedan	10,050
7 Tour. Lim.	9,500	7 E. D. Lim.	10,050
7 Brougham	10,040	7 Cabriolet	10,300

M'FARLAN—8-cyl. 131 W. B.

4 Roadster	3,050	5 C. Brough.	3,180
5 Sedan	3,180	5 Sub Sedan	3,180
4 Coupe	3,180	4 Spt. Phaeton	3,180

M'FARLAN—8-cyl. 136 W. B.

7 Sedan	3,680		

M'FARLAN—6-cyl, "T. V." 141¼ W. B.

4 Spt. Touring	5,600	7 Tour. Sedan	6,720
7 Touring	5,700	7 Suburban	6,920
2 Roadster	5,800	7 Town Car	9,000
6 Sedan	6,720		

MARMON—8-cyl. 116 W. B.

2-dr. Sedan	1,795	2 Coupe	1,895
4-dr. Sedan	1,895	Col C. Roadstr.	1,995
2 Speedster	1,895	4 Speedster	1,965

MARMON—8-cyl. Custom

3 Win. Sedan	2,595	Victoria Coupe	2,595
2 Win. Sedan	2,595	Town Cabriolet	3,125

MARMON—6-cyl. "75." 136 W. B.

5 Town Coupe	3,195	2 Coupe Road	3,565
2 Speedster	3,485	5 Stan. Sedan	3,565
4 Speedster	3,485	7 Cust. Speed.	3,565
5 Phaeton	3,485	7 Stan. Sedan	3,640
4 Victoria	3,485	5 Cust. Sedan	3,960
2 Coupe	3,485	7 Cust. Sedan	4,075
5 Brougham	3565	7 C. Sed. Lim.	4,175

MOON—6-60. 110 W. B.

5 Phaeton	995	5 Royal Road	1,195
3 Stan. Road	995	5 2-dr. Ro. Sed.	1,195
5 2-dr. Coach	1,045	5 4-dr. St. Sed.	1,245
5 De L. Road	1,095	5 Roy. C. Road	1,295
5 2-dr. St. Sed.	1,145	5 4-dr. Ro. Sed.	1,295
5 St. C. Road	1,195	5 Cust. Sedan	1,395

MOON—Series A. 113 W. B.

5 Phaeton	1,195	5 4-dr. Sedan	1,545
5 Royal Road	1,395	Special Sedan	1,545
5 2-dr. Sedan	1,395	Collap. Cab.	1,795

NASH—Standard. 6-cyl. 108¼ W. B.

5 Tourng	865	Con. Cabriolet	995
2 Coupe	875	5 4-dr. Sedan	995
5 2-dr. Sedan	895	5 4-dr. Landau	1,085

NASH—Special Six. 6-cyl. 112¾ W. B.

5 Touring	1,135	4 Cabriolet	1,290
2 Coupe	1,165	4 Victoria	1,295
5 2-dr. Sedan	1,215	5 4-dr. Sedan	1,335
4 Roadster	1,225	4-dr. Coupe	1,445

NASH—Advanced Six. 6-cyl. 121 W. B.

5 Touring	1,240	5 4-dr. Sedan	1,545
5 Sedan	1,345	4 Roadster	1,475

NASH—Advanced Six. 6-cyl. 127 W. B.

7 Touring	1,440	4 Coupe	1,775
5 Spt. Touring	1,540	5 Ambassador	1,925
4 Victoria	1,595	7 Sedan	1,990

OAKLAND—6-cyl. 117 W. B.

2-dr. Sedan	1,045	4-dr. Sedan	1,145
Landau Coupe	1,045	Cabriolet	1,145
Spt. Roadster	1,075	Landau Sedan	1,265
4 Spt. Phaeton	1,095		

OLDSMOBILE—6-cyl. 110 13-16 W. B.

2 Stand. Coupe	875	5 St. 4-dr. Sedan	975
5 St. 2-dr. Sedan	875	4 Sport Coupe	965
4 Roadster de L.	895	Landau	1,075
5 De L. Touring	895		

PACKARD—6-cyl. 126 W. B.

2 Runabout	2,275	2 Coupe	2,350
5 Phaeton	2,275	2 Con. Coupe	2,425
5 Sedan	2,285		

PACKARD—6-cyl. 133 W. B.

5 Phaeton	2,385	5 Club Sedan	2,685
2 Runabout	2,385	7 Sedan	2,685
7 Touring	2,485	7 Sedan Lim.	2,785
4 Coupe	2,685		

PACKARD—8-cyl. 143 W. B.

2 Runabout	3,975	5 Club Sedan	4,950
5 Phaeton	3,975	7 Sedan	5,150
7 Touring	4,050	7 Sedan Lim.	5,250
4 Coupe	4,950		

PAIGE—6-45. 109 W. B.

5 Brougham	995	5 Sedan	1,095
5 Touring	1,095	4 C. Roadster	1,195
2 Coupe	1,095		

PAIGE—6-65. 115 W. B.

5 Lan. Brough.	1,395	4 Roadster	1,395
5 Sedan	1,495	5 Brougham	1,595

PAIGE—6-75. 125 W. B.

7 Touring	1,655	4 C. Roadster	1,895
5 Sedan	1,695	4 Coupe	1,895
7 Sedan	1,995	7 Limousine	2,145

PAIGE—8-85. 131½ W. B.

7 Touring	2,195	4 Coupe	2,495
5 Sedan	2,265	7 Sedan	2,525
4 C. Roadster	2,495	7 Limousine	2,665

PEERLESS—6-60. 116 W. B.

Phaeton	1,295	Roadster Coupe	1,345
Roadster	1,295	4-dr. Sedan	1,345

PEERLESS—6-cyl. "80." 116 W. B.

5 Touring	1,395	Close Cp. Sed.	1,595
5 Sedan	1,595		

PEERLESS—6-cyl. "90." 120 W. B.

3 Road Coupe	1,725	4 Roadster	1,695
5 Sedan	1,895	5 Spt. Sedan	1,895

PEERLESS 8-69. 133½ W. B.

5 Coupe	2,795	5 Sedan	2,995
4 Roadster	2,995	7 Sedan	3,095

PIERCE-ARROW—6-cyl. "80." 130 W. B.

2 Roadster	2,495	3 Con. Coupe	3,350
5 2-dr. Brough	2,495	7 4-dr. Sedan	3,350
7 Phaeton	2,895	St. E. D. Limo	3,450
5 4-dr. Sedan	2,895	5 De L. Sedan	3,895
4 Touring	3,095	7 De L. Sedan	3,995
2 Coupe	3,100	7 Enc. Limo	4,045
5 Cl. Landau	3,400	4 Coupe	3,250
5 Cl. Sedan	3,300	5 Spt. Landau	3,025

PIERCE-ARROW—6-cyl. "36." 138 W. B.

7 E. D. Limo	6,875	Coupe-Sedan	6,375
7 Sedan	5,875	4 Vest. Sedan	6,375
Runabout	5,875	4 4-dr. Sedan	6,375
4 Touring	5,875	4 Sed. Landau	6,600
7 Touring	5,875	4 E. D. Land.	6,600
7 E. D. Land.	6,000	French Limo	7,500
7 Sed. Landau	6,000	French Landau	8,000
3 Coupe	6,375		

PONTIAC—6-cyl. 110 W. B.

5 Sedan	745	4 Spt. Cabriolet	795
2 Coupe	745	5 Lan. Sedan	845
4 Spt. Roadster	745	5 DeL. L. Sedan	925

REO—6-cyl. 121 W. B.

2 Spt. Coupe	1,625	5 Sedan	1,845
2 Roadster	1,685	4 Victoria	1,845
5 Brough. Spec.	1,685	5 Brougham	1,[illegible]

STAR—4-cyl. 103 W. B.

5 Touring	550	5 2-dr. Coach	675
2 Roadster	550	5 Sedan	765
4 Coupe	650		

STAR—6-cyl. 107 W. B.

5 Touring	725	Sedan	925
4 Coupe	795	5 Landau Sedan	975
Coach	845	Sport Coupe	975
4 Spt. Roadster	885		

STEARNS-KNIGHT—8-85. 137¼ W. B.

Roadster	3,950	Cab. Roadster	4,550
Touring	3,950	5 S. Sedan	4,650
7 Limousine	4,950	7 S. Sedan	4,750
Coupe	4,550	5 Limousine	4,850

STEARNS-KNIGHT—6-85. 137¼ W. B.

2 Roadster	3,350	2 Cab. Roads'r	3,550
4 S. Tour	3,350	5 S. S. Lim.	3,700
4 Coupe	3,450	5 C. S. Lim.	3,700
5 Stan. Sedan	3,450	7 Sedan	3,750
5 Cust. Sedan	3,350	7 Sedan Lim.	3,950

STUDEBAKER—Dictater Line. 6-cyl. 113 W. B.

5 Tourer	1,165	7 Tourer	1,245
Dup. Phaeton	1,195	4 Sport Coupe	1,295
2 Coupe	1,195	Victoria	1,295
4-d. Sed. plush	1,195	4-dr. Sed. Moha.	1,295
4 Spt. Roadstr.	1,245		

STUDEBAKER—Commander, 6-cyl. 120 W. B.

2 Coupe	1,495	4 Coupe Regal	1,625
Victoria	1,495	Victoria, Regal	1,625
Sedan	1 495	Sedan, Regal	1,625
4 Spt. Roadstr.	1,595		

STUDEBAKER—President Line. 6-cyl. 127 W. B.

7 Tourer	1,795	Limousine	2,250
7 Sedan	1,985		

STUTZ—8-cyl. 131 W. B.

2 Speedster	3,350	4 Vic. Coupe	3,375
4 Speedster	3,360	5 Sedan	3,395
2 Coupe	3,365	5 Brougham	3,395
		5 Landaulet	3,545

STUTZ A. A, DE LUXE. 131 W. B.

2 Speedster	3,450	4 Speedster	3,460

STUTZ—8-cyl. 145 W. B.

7 Sedan	3,885	7 Limousine	3,985

STUTZ A. A. CUSTOM. 131 W. B.

4 Speedster	4,935	5 Wey. D. S.	4,665
5 Pr. Wales Sed.	6,345	5 Wey Sedan	4,665

STUTZ A. A. CUSTOM. 145 W. B.

7 Speedster	3,885	7 Cab L'n Car	6,895
7 Pr. Wales Sed.	6,345	2 Cab. Coupe	3,895
5 Wey. Sed.	5,185		

VELIE—Standard 50. 112 W. B.

2-dr. Sedan	1,115	5 Sedan	1,165
3 Coupe	1,165	5 Met. Sedan	1,325
2 Roadster	1,165		

VELIE—Special 60. 118 W. B.

5 Club Phaetn.	1,450	5 Spec. Sedan	1,585
4 Coupe	1,585	5 Royal Sedan	1,635

WHIPPET—4-cyl. 100¼ W. B.

Touring	625	Roadster	695
Coupe	625	Sedan	725
Coach	625	Landau	755
Cabriolet	745		

WHIPPET—6-cyl. 109½ W. B.

Touring	765	Roadster	825
Coach	795	Sedan	875
Coupe	795	Landau	925
Cabriolet	875		

WILLYS-KNIGHT—6-70. 113¼ W. B.

5 Coach	1,295	Roadster	1,356
5 Touring	1,295	Cab. Coupe	1,495
2 Coupe	1,295	5 Sedan	1,495

WILLYS-KNIGHT—6-cyl. 126 W. B.

Roadster	1,850	5 Sedan	1,995
Touring	1,850	Foursome	2,095
Cab. Coupe	1,995		

WILLYS-KNIGHT—6-cyl. 135 W. B.

7 Touring	2,495	7 Limousine	2,695
7 Sedan	2,595		

WILLYS-KNIGHT—6-6. 135 W. B.

7 Touring	2,495	7 Limousine	2,950
7 Sedan	2,850		

WOLVERINE—6-cyl. 114 W. B.

5 Brougham	1,195	5 Sedan	1,295
4 Cabriolet	1,195		

New Automotive Equipment

This department is devoted to the newest development in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

PYROMETER FOR MEASURING FURNACE HEAT

This radiation pyrometer, compactly built in 7-inch length and 4¾-inch diameter, weighs 25 ounces and operates on the principle of radiant heat. It need not be brought very near to the furnace, and therefore is not subject to influence of the furnace gases. By directing the objective end of the instrument toward any portion of the fire, the rays emitted by the flames there are focused upon a very sensitive thermo-couple, developing a proportionate electromotive force which actuates the millivoltmeter whose pointer indicates the temperature by moving a pointer over a scale. To meet the general demand, standard double indicator ranges have been chosen, as follows:—

	Degrees Fahr.
No. 1	1000-1800 and 1400-2600
No. 2	1400-2400 and 2200-3600

Price $120.—The Pyrometer Instrument Company, 74 Reade St., New York.

PEP LAPPING COMPOUND

This water-mixed preparation, which contains no grease, is made with pure black carbide of silicon for lapping pistons, rings and other iron and steel surfaces. Pep is said to permit fast lapping, which gives a smooth finish, and is recommended by the manufacturer especially for finishing grind on valves after they have been refaced. Price of six-ounce can, 75 cents. Pep Manufacturing Company, Inc., 33 West 42d St., New York.

NEOZONE REJUVENATES RUBBER

This new product is an antioxidant, designed to give new life to rubber by preventing its being changed chemically through the influence of oxygen. It is also claimed that the use of Neozone increases the resistance of rubber compounds, such as are used in truck and bus tubes, to high temperatures, both in the presence and absence of oxygen. E. I. du Pont de Nemours & Co., Chemical Division, Parlin, N. J.

REVISED SPRING-COVER PRICES

Jeavons Quick-On spring covers, which are easily and quickly installed and furnished with alemite fittings if desired, are held permanently in place by durable copper lacing. New prices have been announced on this line recently, as follows: All makes, $12 per set, except per set for Chevrolet and Star cars, $9.50; per set for Ford cars, $4; per set for Dodge cars, $10; per set for Franklin cars, $14.50; per set additional for genuine leather, $4. Spring covers, no lubricating device, 50 cents less per set. The Jeavons Company, 1633-5-7 East 40th St., Cleveland, O.

What A. E. A. Members Are Doing To Assist Christmas Sales This Year

Chicago, Oct. 25.—In respose to a questionnaire, the following A. E. A. manufacturers have informed the Greater Market Development that they have provided Christmas sales helps as shown below:—

MANUFACTURER	Feature Products in Xmas Ads	Will Have Following Christmas Sales Helps: Holly Cartons	Holly Paper	Counter Cards	Window Cards	Complete Display	Special Package
Yale Electric Corp.	yes	yes	yes	yes			yes
E. A. Laboratories	yes			yes	yes		
Phinney-Walker Co., Inc.	yes			yes	yes		
K. D. Lamp Co.	yes	yes					
Burgess Battery Co.					yes		
Tiffany Mfg. Co.		yes	yes	yes			
Blackhawk Mfg. Co.		yes					
Auto Specialty Mfg. Co.	yes		yes		yes		
Schroeder & Tremayne	yes	yes	yes				yes
Fulton Co.	yes		yes	yes	yes		
Delta Electric Co.	yes		yes				
Cuno Eng. Corp.	yes	yes				yes	
Crescent Tool Co.	yes						
J. C. McAdams Co.	yes	yes	yes			yes	
Kingsley-Miller Co.	yes		yes			yes	
W. H. Thomas Mfg. Co.		yes					

BAYONNE RADIATOR PLANS TO EXPAND BUSINESS

Bayonne, N. J., Oct. 25.—The Bayonne Radiator Company reports a marked increase in its volume of business during the past two months. The concern manufactures and distributes radiators, auto bodies and fenders throughout the county and in its twenty years of existence announces that its business outlook was never brighter than at present. Plans for expansion are being considered by officials of the concern.

COMPLETES ENROLLMENT

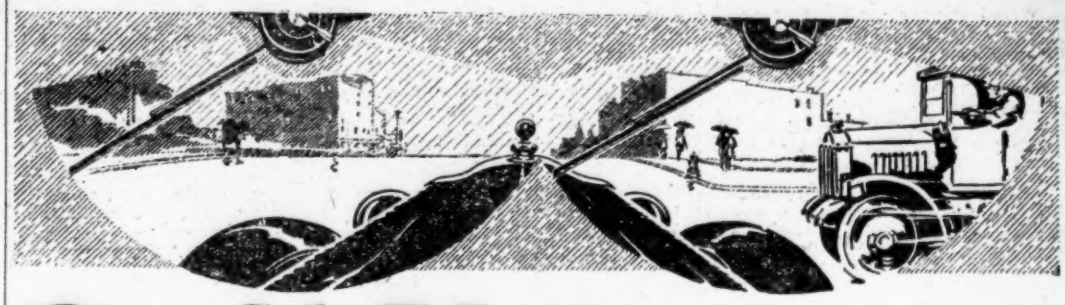
Baltimore, Md., Oct. 25.—Announcement has been made by David Weglein, superintendent of public instruction of Baltimore, that the newly organized vocational school for automobile mechanics has practically completed its enrollment.

ST. LOUIS JOBBER EXPANDS

Chicago, Oct. 25.—It is announced from the headquarters of the Automotive Equipment Association here that the Fleer-Petty Auto Supply Company, formerly located at 3221 Locust St., St. Louis, Mo., has just moved into new and larger quarters at 2823-25 Locust Boulevard, which yields 50 per cent. more floor space.

NEW COOPER-HEWITT PLANT IN OPERATION

Hoboken, N. J., Oct. 25.—The new factory of the Cooper-Hewitt Electric Company, 410 8th St., Hoboken, N. J., which cost $500,000 to build and an equal amount to equip, is now in operation, the concern moving in from its old quarters without disturbing the output of the company. The Cooper-Hewitt Company is a subsidiary of the General Electric Company. Its Hoboken factory manufactures lights for garages and huge plants. W. A. D. Evans, president and treasurer, was in charge of the moving operations.



Double Vision
for the driver

Double Comfort
for the other
front-seat occupant

Double Safety
for everybody

In snow, sleet or rain, when conditions are at their worst and danger of accident is at its highest—then the driver's greatest need is for clear, full *double vision*. Trouble and danger rushing up on the right—the driver's blind side in stormy weather—is seen and avoided.

And *double vision* protects the other front seat occupant from the discomfort and nerve strain of peering and squinting through a windshield streaming with rain or splotched with snow.

Sell Another Dyneto to 4 Cars out of 5

Sell a Dyneto Electric for the right-hand side of the windshield—double vision, double comfort, double safety; a common courtesy to the occupant of the other front seat. Retail price $5.00. Or sell them a Dyneto Electric Tandem with two blades, at $6.50, for full vision unhampered by bad weather. There are big profits for you in Dyneto. Your jobber can supply you; or order from us direct.

The Biflex Corporation, Waukegan, Illinois

Biflex Cushion Bumpers—Oilostat, "Watch Dog of the Motor"

Here is why Dyneto is so easy to sell; why it is the best money-maker for you among the windshield wipers. It is small, compact, good looking. Neat Duco finish. All steel parts made rust-proof by a special process. Its performance is always steady because it operates electrically. Uphill or with idling engine it maintains even speed when others would be dragging or racing. Uses only as much current as a tail light and so costs nothing to operate. Ample power at all times to clear windshield. Operates indefinitely without over-heating or losing power. Positively lubricated without attention for two years. Silent and free-running, as its gears are cut, not stamped. Rubber blade easily adjusted.

DOUBLE VISION **Dyneto** DOUBLE SAFETY

Electric Windshield Wipers

Real Market for Bumpers, Shattuck Advises Dealers

By C. P. SHATTUCK

THERE is a real market for bumpers, of which there are fifty-seven varieties and with prices to meet every pocketbook, but, unfortunately, bumpers are not really merchandised. And not infrequently opportunity is presented the dealer to sell the lacking bumper, generally the rear member. Funny, the average car owner thinks he is protected if he has a front bumper. Perhaps this is because he has visions of some car stopping in front of him and quite suddenly.

As a matter of fact there is more need of a bumper at the rear of the car these days than at front. With four-wheel brakes the careful driver can avoid hitting the other fellow in front, but the best brakes in the world won't prevent the chap following from hitting one in the rear.

A tire repairman, who does a volume of business, tells me that three out of five cars having the tire carrier at the rear have bent carriers caused by rear end bumps. Now, there is a difference between rear end collisions and bumps. Bumps are those gentle little jolts the other fellow supplies when trying to squeeze in at a space near the curb or the push bump given to move your car so he can get out.

The result of these bumps is that the spare tire rim is hard to remove from the carrier. And we also note bent fenders and fuel tanks, to say nothing of damaged stop and tail lights.

So when the car owner comes into the service station, why not ask him if he has any trouble in removing the spare rim? And if other members are damaged, then it is time to show him a good bumper and explain why it will save trouble when a tire change must be made and how fenders, etc., can be protected.

What is needed to merchandise bumpers is to sell the work they do, the saving in damaged parts and repairs and, best of all, the cheap form of insurance they afford.

And speaking of bumpers, have you ever noticed how many are like the hat—i. e., not always on straight? Look over the bumpers on cars and it will be surprising how many will be noted that are out of line, loose at the holders and attaching hooks, etc., and the number that are bent. And while we are on this subject of bumpers, why is it that after a bumper is installed it is promptly forgotten?

Bumpers need going over to see if they are anchored as they should be. Bumpers need refinishing, nickeling, painting, etc. A sagging, dirty bumper has no place on a good car. So why not establish a bumper service?

TO DISTRIBUTE FLAT-LITE

Seattle, Wash., Oct. 25.—The Northwest Auto Equipment Company, distributor for Gabriel Snubbers, Pines Winterfront and Golden Gate Brass Products, has just been appointed distributor in western Washington for Flat-lite. An official headlight adjusting station will be established on the premises, at 1415 10th Ave.

TO HANDLE BATTERIES

Newark, N. J., Oct. 25.—The Sanford Electrical Service will be located at 767 Sanford Ave., this city, and will handle batteries and accessories in addition to handling electrical reapir work for automobiles. Carl W. Scheppler and Herbert Schmetter are the owners.

EXTEND LINE

Philadelphia, Oct. 25.—The Frank C. Hornbeck Company at 311 North 15th St., distributor for eastern Pennsylvania and southern New Jersey of C. and G. Bumpers, Fostoria fenders and Perfection motor heaters has added the Indian Interia shock absorber to its lines.

WANTED—

100 new automobiles for Cash.

Box 136,
Automotive Daily News,
1926 Broadway, New York.

BYRD'S MOTOR TO BE ON DISPLAY AT A. E. A. SHOW

Chicago, Oct. 25.—An interesting feature announced for the annual show of the Automotive Equipment Association to be held at the Coliseum here from November 7 to 12, will be one of the three Wright Whirlwind motors of the Fokker airplane in which Commander Richard E. Byrd made his trip to the North Pole last year. It will be exhibited in the Thompson Products booth.

Accompanying the engine will be an exhibit of valves for original equipment in various makes of American and European airplane motors.

TO HANDLE LOVEJOY

Baltimore, Md., Oct. 25.—The Delco-Remy Corporation has announced the appointment of Ditch, Bowers & Taylor, Inc., North Avenue at Mount Royal, as distributors here for the Delco-Remy Lovejoy shock absorbers. The concern also handles the Willard battery franchice for Baltimore, besides marketing a number of other automotive articles.

USE THE AUTOMOTIVE DAILY NEWS CLASSIFIED ADVERTISEMENTS.

ENJOIN 3 NEW JERSEY FIRMS FROM SELLING RECONDITIONED PLUGS

Newark, N. J., Oct. 25.—Federal Judge Clark has issued an order restraining three companies from selling reconditioned spark plugs as A.C. and Champion plugs. The concerns promised to take the names off the plugs, if they are sold, and one of the concerns consented to a permanent injunction and agreed to pay damages. The suits were brought by the national concerns on the grounds of patent and trade mark infringement. Two weeks ago 40,000 plugs were seized in the three plants by United States deputy marshals.

The Auto Accessory Company of Newark, which cleans spark plugs for bus companies will be permitted to continue that practice.

OPEN BRAKES STATION

Chicago, Oct. 25.—Harry L. Harris, J. S. Harris and Robert W. Grant are interested in the Chicago Brake Service Corporation, which has opened headquarters at 6048-52 Broadway to test, replace, repair and sell automobile brakes.

OPEN THIRD STORE

San Anatonio, Tex., Oct. 25.—Formal opening of the new service station of the Alamo Battery Company, located at 909 Broadway, was held here recently. This is the third store opened by this firm, others being at 712 North St. Marys St. and 647 South Presa St. Jack Wilson is owner.

TO EXPAND PLANT

Danville, Ill., Oct. 25.—The Marlatt Battery Manufacturing Company will expand its present plant and double production if the Chamber of Commerce acts favorably upon a financing plan to be submitted to it by the Marlatt officials. The plant opened two years ago and has been steadily expanding. The firm will soon occupy a new addition, 50x112 feet.

PENNZOIL COMPANY WINS IN TRADE-NAME TEST

New York, Oct. 25.—Further protection is offered the consumer of motor oil by a decision handed down by the United States Patent Office a few days ago, according to an announcement by the Pennzoil Company. This decision recognizes that although two trade-marks may be unlike in appearance, the similarity in pronunciation might cause confusion in the customer's mind, and possibly substitution.

Examiner of Interferences J. Karns sustained the opposition of the Pennzoil Company against an oil marketed under a trade name similar in pronunciation to Pennzoil.

BANKRUPTCY LIFTED

Philadelphia, Oct. 25.—A discharge in voluntary bankruptcy has been granted in United States District Court to Chester W. Bowman, trading as the Motor Service and Manufacturing Company, Lancaster, Pa.

WILLYS-OVERLAND GETS 3 MORE GLASS GRINDERS FOR USE IN FACTORY

Los Angeles, Oct. 25.—Three glass grinders have been shipped by the Weber Showcase and Fixture Company to the Toledo plant of the Willys-Overland Company, making six now in use by the factory.

The Weber automatic glass grinders, a comparatively recent invention, have revolutionized the process of grinding and polishing pencil edges on glass, being capable of from 10,000 to 14,000 inches an eight-hour day. The machines sell for $15,000 and are also leased out.

The Weber automatic glass grinders are rapidly being installed in various other automobile plants. The Fisher Body Corporation now has forty machines; Briggs Manufacturing Company, sixteen; Ford Motor Company, thirty-nine; Hudson Motor Company, seven; Edward G. Budd Manufacturing Company, five; Dodge Brothers, four; Murray Body Company, four; Chrysler Corporation, two; Packard Motor Car Company, one; Andre Citroen, England and France, two.

PLAN $125,000 GARAGE

Jersey City, N. J., Oct. 25.—Charles V. Runyon and S. M. B. Kuhn, both of Jersey City, are the incorporators for the Journal Square Ramp Garage, Inc., which will be located at Journal Square, this city. Their authorized capital stock is $125,000. Mr. Runyon says he will announce his plans within the next few weeks.

Passenger Car Equipment and Accessories

Name and Model	Speed-ometer	Clock	Fuel Gauge	Lock	Spark Plugs	Battery	Heat Indicator	Cig. L'ter	Smok. Set	Van. Set	Rear Mirror	Stop Light	P'king Light	Windshld. Wings	Windshld. Wiper	Heater	Front B'mper	Rear B'mper	Trk.	Shock Abs.
Auburn 6-66 ..	Ste	—	Roc	—	Cha	USL	Mot	—	—	—	Hid	Ind	—	—	Fol	—	CBC	CBC	Yes	Gab
Auburn 8-77 ..	Ste	—	Nat	—	Cha	USL	Mot	Cun	Cun	—	Hid	Ind	—	—	Fol	—	CBC	CBC	Yes	Gab
Auburn 8-88 ..	Ste	—	Nat	—	Cha	USL	Mot	Cun	Cun	—	Hid	Ind	—	—	Fol	—	CBC	CBC	Yes	Gab
Buick 115	A C	—	Gro	Her	A C	Ex	Mot	Cas	Fis	Fis	Tri	D-R	D-R	—	Tri	—	—	—	—	Lov
Buick 120	A C	—	Gro	Her	A C	Ex	Mot	Cas	Fis	Fis	Tri	D-R	D-R	—	Tri	—	—	—	—	Lov
Buick 128	A C	—	Gro	Her	A C	Ex	Mot	Cas	Fis	Fis	Tri	D-R	D-R	—	Tri	—	—	—	—	Lov
Cadillac 314 ..	A C	A C	Nag	Ele	A C	Ex	A C	Cas	Fis	Cas	Tri	Own	Own	—	Tri	*Kel	USE	USE	—	Lov
Chand. Spl. 6..	Ste	—	Nat	—	A C	Pre	—	—	—	—	Sta	—	—	—	Fol	—	—	—	—	—
Chand. Big 6..	A C	Lux	AKS	Rem	A C	Pre	—	—	—	—	Sta	—	—	—	Fol	—	CG	CG	—	—
Chand. Roy. 8.	A C	—	Nat	—	A C	Pre	Mot	G R	GR	—	—	—	—	—	Fol	—	—	—	—	—
Chevrolet AA..	A C	—	—	Ign	A C	Ex	—	—	Fis	—	Tri	D-R	—	—	Tri	—	—	—	—	—
Chrysler 52 ...	A C	—	Roc	Mil	A C	Wil	—	—	Own	—	Lib	Hal	—	—	Tri	—	—	—	—	—
Chrysler 62 ...	A C	—	Nat	Nat	A C	Wil	Mot	—	Own	—	Lib	Hal	—	Kok	Tri	—	CG	CG	—	Wee
Chrysler 72 ...	A C	—	Nat	Nat	A C	Wil	Mot	—	Own	—	Lib	Hal	—	Kok	Tri	—	CG	CG	—	Has
Chrysler 80 ...	A C	Ster	Nat	Joh Nat	A C	Wil	Mot	Cas	Cas	Cas	Lib	Hal	—	Kok	Tri	Bov	CG	CG	—	Wat
Davis 99	Ste	—	Nat	Joh	—	—	Mot	—	GR	GR	—	Cor	—	—	Fol	Hil	Balc	Balc	—	Hex
Diana...	Ste	Hun	Nat	Joh	A C	USL	Mot	Yes	Yes	Yes	Yes	Ind	—	Yes	Tri	Hil	Yes	Yes	—	Har
Dodge 124, 128	N E	—	Own	Own	Cha	Wil	Mot	—	Yes	Yes	Yes	Own	—	—	Tri	—	CG	CG	—	—
Dodge Senior..	NE	ElgWal	Own	Own	Cha	Wil	Mot	—	Yes	Yes	Yes	Own	—	—	Tri	—	CG	CG	—	Wat
Elcar 6-70	Ste	—	Nag	Joh	—	U S L	Mot	—	—	—	Sta	Bro	Hal	—	Tri	Per	Ball	Ball	—	—
Elcar 8-82	Ste	Ster	Nag	Joh	—	U S L	Mot	—	—	—	Sta	Bro	Hal	—	Tri	Per	Ball	Ball	—	Lov
Elcar 8-90	Ste	—	Nag	Joh	—	U S L	Mot	GR	GR	Yes	Sta	Bro	Hal	—	Tri	Per	Ball	Ball	—	Lov
Erskine Six ..	Ste	—	K-S	Her	Cha	Wil	—	—	—	—	Yes	Own	—	—	Fol	—	Bif	Bif	—	—
Essex Six	Ste	—	Nat	Her	A C	Ex	Mot	—	—	—	Lib	Bro	—	—	Tri	—	—	—	—	—
Falcon-Knight.	Ste	Ster	Nag	—	Cha	USL	Mot	—	Yes	Yes	Yes	Rea	—	Yes	Tri	—	Bif	Bif	—	Gab
Flint 2-18	Ste	—	Roc	—	A C	USL	Mot	—	—	—	—	—	—	—	Tri	—	—	—	—	—
Flint 60	Ste	Ster	Nat	Ign	A C	USL	Mot	—	—	—	Yes	Cor	—	—	Tri	Per	—	—	—	—
Flint 80	Ste	Ster	Nat	Yal	A C	USL	Mot	—	Yes	Yes	Yes	Cor	—	—	Tri	Per	—	—	—	—
Ford	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Franklin	Wal	Wal	Roc	Joh	Cha	Wil	—	Cas	Own	Own	Sta	Bro	—	—	Fol	—	Eat	Eat	Sup	Wat
Gardner 80 ...	Ste	—	Nat	D-R	Cha	Pre	Mot	—	—	—	Hid	Cor	—	—	Fol	—	CG	CG	†	Gab
Gardner 88 ...	Ste	—	Nat	D-R	Cha	Pre	Mot	—		—	Hid	Cor	—	—	Fol	—	CBC	CBC	—	Gab
Gardner 90 ...	Ste	Elg	Nat	D-R	Cha	Pre	Mot	—	Yes	†Yes	Hid	Cor	Cor	—	Fol	—	CBC	CBC	†	Wat
Gardner 85 ...	Ste	—	Nat	D-R	Cha	Pre	Mot	—	Yes	†Yes	Hid	Cor	Cor	—	Fol	—	CBC	CBC	†	Gab
Gardner 75 ...	Ste	—	Nat	D-R	Cha	Pre	Mot	—	—	—	Hid	Cor	—	—	Fol	—	CG	CG	†	Gab
Hudson Six ..	Ste	—	AKS	Ele	A C	Ex	Mot	—	Yes	Cas	Lib	Bro	—	—	Tri	—	—	—	—	Wat
Hupmobile A .	Ste	—	Nat	Joh	Cha	Wil	Mot	—	—	—	Tri	Own	—	Ben	Tri	—	CG	CG	—	Gab
Hupmobile E .	Ste	Phi	Nat	Corb	Cha	Wil	Mot	—	Yes	Yes	Tri	Own	—	Ben	Tri	—	CG	CG	—	Gab
Jordan R	Ste	Elg	Gro	Her	Cha	Wil	Mot	—	—	—	Sta	Gui	—	Yes	Tri	—	Bif	Bif	—	Hou
Jordan AA ...	Ste	Elg	Gro	Her	Cha	Wil	—	—	Sta	Gui	—	—	—	—	Tri	—	CG	CG	—	Hou
Jordan J1	Wal	Wal	Gro	Her	Cha	Wil	Mot	—	Mot	—	Elg	Yes	Sta	Gui	Tri	—	CG	CG	—	Hou
Kissel 6-55 ...	A C	—	Gro	Ign	A C	Wil	A C	—	—	—	Tri	Sto	Sto	—	Tri	Per	Own	Own	—	Wah
Kissel 6-70 ...	A C	—	Gro	Ign	A C	Wil	A C	—	—	—	Tri	Sto	Sto	—	Tri	—	Own	Own	—	Wah
Kissel 8-80 ...	A C	—	Gro	Ign	A C	Wil	A C	—	—	—	Tri	Sto	Sto	—	Tri	Per	Own	Own	—	Wah
Kissel 8-90 ...	A C	—	Gro	Ign	A C	Wil	A C	—	—	—	Tri	Sto	Sto	—	Tri	Per	Own	Own	—	Wah
LaSalle	A C	Jaq	Nag	Ele	A C	Ex	—	Cas	Fis	Fis	Tri	Own	—	—	Tri	*Kel	USE	USE	—	Lov
Lincoln	Wal	Wal	Gro	Yal	A C	Ex	—	Cun	Cun	Cas	Own	Own	Own	Own	Fol	—	Bif	Bif	—	Hou
Locom'bile 8-70	Ste	Phi	Nat	Yale	Cha	USL	Mot	Cun	Cun	—	Tri	Ind	—	—	Fol	—	Cen	Cen	—	Wat
Locom'bile 8-80	Ste	Phi	Nat	Yale	Cha	USL	Mot	Cun	Cun	—	Tri	Ind	—	—	Fol	—	Cen	Cen	—	Wat
Locom'bile 48..	Wal	Wal	Nat	DeJ,Yale	Cha	Pre	Mot	Cun	Cun	—	Tri	Ind	—	—	Fol	—	Cen	Cen	—	Lov
Locom'bile 90..	Wal	Wal	Nat	DeJ,Yale	Cha	USL	Mot	Cun	Cun	—	Tri	Ind	—	—	Fol	—	Cen	Cen	—	Lov
Marmon Eight	Ste	Wal	Nag	Joh	A C, Cha	Pre	—	Cas	Elg	Elg	Kok	Hal	Hal	Kok	Tri	—	She	She	Yes	Lov
Marmon E75 .	Wal	Wal	Nag	Joh	A C, Cha	Pre	Mot	Cas	Lin	Lin	Kok	Hal	Hal	Kok	Tri	—	New	New	Yes	Lov
McFarlan 8 ..	Wal	Wal	Gro	Del	—	—	Mot	Cas	Elg	Cas	Kok	Ind	Ind	Yes	Fol	Per	Bif	Bif	Tay	Wat
McFarlan TV.	Wal	Wal	Gro	—	—	—	Mot	Cas	Elg	Cas	Kok	Ind	Ind	Yes	Fol	Per	Bif	Bif	Tay	Hou
Moon A	Ste	—	Nat	Joh	Cha	USL	—	—	—	—	Yes	—	—	—	Tri	—	—	—	—	Har
Moon 6-60	Ste	—	Nat	Joh	Cha	USL	Mot	—	—	—	Yes	Ind	—	Yes	Tri	—	Yes	Yes	—	—

STANDARD TIRES REPRESENT BEST

Reclaimed Rubber Not Used, Say Miller Officials

By A. L. JAMES

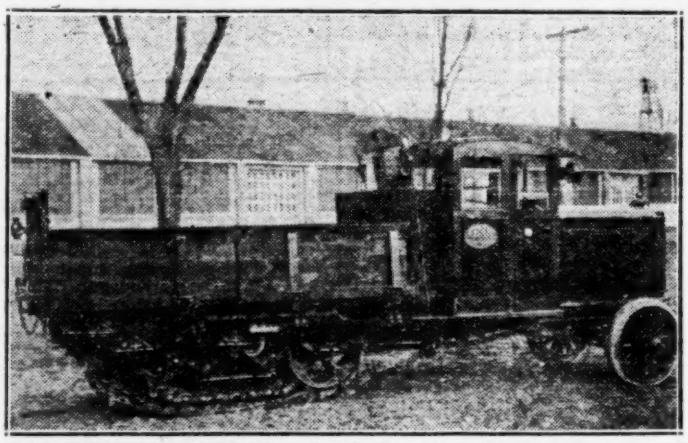
AKRON, O., Oct. 25.—The Miller Tire and Rubber Company takes exception to the talk of reclaimed rubber in standard tires, as this company states emphatically that no standard tire today contains even an ounce of reclaimed, revulcanized or old rubber in any part of the tire.

Both Miller and other manufacturers of standard tires need only to point out that tires are giving greater service than ever before as conclusive proof that only the best of materials is used, according to Miller tire officials.

Not only is the assumption wrong in this sense but Miller Rubber Company declares that the vast sums of money spent in research, experimenting and testing tires over millions of miles would be an absolute loss to the rubber companies conducting such tests were the tires to be cut in quality by the use of reclaimed rubber.

An authoritative statement of recent date declared that motorists are now receiving twenty-seven times greater dollar value in their tires than they received a few years ago, which is proof conclusive of the higer values offered in this field than at any other time in the past. Mileage has increased, while the purchase price has decreased, Miller concludes.

LINN TRACTOR TRUCK—This Linn tractor, with a truck front end, is equipped with a powerful flexible track-laying device, which takes the place of the ordinary truck rear wheels, combining the advantages of the truck with those of the tractor. It is equipped with a 100 horse power, six-cylinder engine, a 4-cubic yard water level dump body and hoist.



FORM TIRE COMPANY

Aberdeen, Wash., Oct. 25.—C. W. Eckberg, H. L. Tatham and A. J. Brockmole, have organized the Grays Harbor Tire and Retread Corporation of this city. The concern is incorporated for $3,000.

BUYS BUILDING

Philadelphia, Oct. 25.—Raymond C. Jones, head of the R. C. Jones Tire Service Company, 1310 Callowhill St., has purchased for $100,000 the two-story building, 37 by 125 feet, at 1522-1524 Fairmont Ave., which he will devote to his tire business. Fairmont Avenue recently has rapidly developed as a new center for the automobile accessory, parts, tires and automotive specialties trades.

Truck Business Improves In Kansas City District

By H. H. JAMES

KANSAS CITY, Oct. 25.—There is hardly a discordant note in the song, "Business Is Better," now being sung by the truck dealers in Kansas City.

Sales for September and the first half of October have fulfilled every expectation of increased business as a result of good crops and high prices for live stock, prevailing in the Middle West.

The General Motors Truck Company reports a big gain in sales with September business ahead of August and 50 per cent. ahead of last year. October promises to show big gains. The branch is unable to obtain enough of the new Model 10 units to fill orders. A. A. Larson, who formerly served as district manager in central Kansas for the Reo organization, now is connected with the G. M. C. branch in the same capacity in that territory.

The truck division of the Butler Motor Company, Graham Brothers' distributors, reports sales at a high point. September sales lacked only five trucks of reaching the best month of 1926. If October sales hold up for the rest of the month it will be the best month in 1926 or 1927, according to C. R. Hanza, office manager. September sales were 30 per cent. over September, 1926. The half-ton 4-C is one of the most popular sellers. Fred Hawkenberry is a new member of the sales organization.

The Kansas City branch of the White Company reports sales ahead of last year for this season. Several changes in the branch organization also are reported. E. M. Booth has been transferred from the sales force in Oklahoma City to Kansas City; E. O. Bittner has been transferred from Tulsa, Okla., to Wichita, Kan., where he is serving as local manager; W. C. Pahlman has been transferred from Wichita to Oklahoma City as local manager.

September and October sales have also been better with the Indiana Truck Company here. The branch has a new manager, R. T. Webber, promoted from the sales force. Harry McPhillamy, the former manager, has been transferred to the factory.

C. G. Rowan, manager of the Diamond T Motor Car Company branch, says sales on both new and used trucks have been extra good the last six weeks. The branch sold thirty-three used trucks in September, virtually cleaning up the stock on hand. A used truck store has been opened at 1621-23 Locust St. T. J. Carmody of the credit department of the main office in Chicago has just spent three days here checking up the branch. He reports finding credit conditions here highly satisfactory, indicating sound business conditions. M. M. Lewis, formerly with the Reo truck division, now is a salesman for the Diamond T branch.

Morgan-Marshall Motors, handling Republic trucks, reports September business as fair, with October snowing a good gain. Used trucks are moving as fast as they are taken in on new deals.

A. L. A. Spitler, the new manager of the Reo branch truck division, says sales are now ahead of last year, with prospects very bright. He says the new six-cylinder Speed Wagon is proving very popular here. J. A. Reed, a Ford truck salesman, has been added to Mr. Spitler's sales staff.

The truck division of the International Harvester Company of America reports sales and prospects as being the best in the history of the local branch. Sales are far ahead of this time last year. W. L. Simms, wholesale manager, said: "Prospects could hardly be better. The branch is lining up a lot of truck fleet owners that never before used Internationals." General conditions, according to Mr. Simms, are good throughout this territory.

MOUNTED ARMY TROOPS MOVED 300 MILES IN 36 HOURS BY TRUCKS

Special from A. D. N. Washington Bureau

Washington, Oct. 25. — Twelve five-ton Liberty trucks, one G. M. C. truck and one tank truck were used in an experiment by the War Department in the transportation of mounted troops recently.

The department moved Troop F of the Fifth Cavalry from Marfa to Fort Clarke, Tex., a distance of 300 miles, in thirty-six hours without any mechanical trouble.

"Movement of mounted troops in motor trucks is a development of the year," says a War Department announcement. "If the utilization of motor trucks as a means of transportation increases the rate of march and radius of action for cavalry as much as is indicated by this recent experiment, it will exercise a considerable influence on the future employment of this arm of the service."

IN LARGER QUARTERS

Philadelphia, Oct. 25.—The local distributors of Garford trucks are now in larger quarters, at 3210-3220 Spring Garden St.

SITUATION WANTED

AUTOMOBILE MANUFACTURER

I HAVE recently liquidated my business in the South and am anxious to secure a position in the sales division of a manufacturer. Fifteen years' experience as owner of business, manager, wholesale and retail selling. Feel entirely capable of rendering satisfactory service of any duties intrusted to me. Box 135, Automotive Daily News, 1926 Broadway, New York.

Passenger Car Equipment and Accessories

Name and Model	Speed-ometer	Clock	Fuel Gauge	Lock	Spark Plugs	Battery	Heat In-dicator	Cig. L'ter	Smoking Set	Van. Set	Rear Mirror	Stop Light	P'king Light	Windshld. Wings	Windshld. Wiper	Heater	Front B'mper	Rear B'mper	Trk.	Shock Abs.
Nash Stand. 6.	A C	—	K-S	—	A C	U S L	—	—	—	—	Hid	Cin	—	—	Fol	—	Yes	Yes	—	Wah
Nash Adv. 6...	Ste	G E	K-S	—	A C	Wil	Mot	Yes	Yes	Cas	Lib	Cin	—	—	Fol	—	—	—	Own	Wat
Nash Spec. 6..	Ste	—	K-S	—	A C	U S L	—	—	Yes	Cas	Lib	Cin	—	—	Fol	—	—	—	Own	Gab
Oakl'd All-Am.	A C	—	Nat	—	A C	Ex	—	—	Yes	—	Lib	Dua	—	—	Tri	—	CG	CG	—	—
Oldm'bile 30E.	A C	—	K-S	Ign	A C	Wil	†Mot	—	†Fis	—	†Lib	Dua†	—	—	Tri	—	Yes	Yes	†	Gab
Pack'd 526, 533	N E	Jag	Yes	—	Cha	Pre	Mot	Cas	Own	Cas	Tri	Own	Own	Yes	Tri&Fol	—	Cen	Cen	—	Wat
Packard 443...	N E	Jag	Yes	—	Cha	Pre	Mot	Cas	Own	Cas	Tri	Own	Own	Yes	Tri&Fol	—	Cen	Cen	—	Wat
Paige 6-45	Ste	Ster	K-S	Her	A C, Cha	Wes	Mot	—	GR	Dur	Kok	Sto	—	—	Fol	—	Sag, Eat or Balc		—	Wee
Paige 6-75	Ste	Ster	K-S	Her	A C, Cha	Wes	Mot	—	GR	Dur	Kok	Sto	—	—	Fol	—	CG or Ball		—	Wee
Paige 6-65	Ste	Ster	K-S	Her	A C, Cha	Wes	Mot	—	GR	Dur	Kok	Sto	—	—	Fol	—	CG or Ball		—	Wee
Paige 8-85	Ste	Ster	K-S	Her	A C, Cha	Wes	Mot	—	GR	Dur	Kok	Sto	—	—	Fol	—	Sag or Balc		—	Wee
Peerless 6-60 ..	A C	—	Gro	Yal	Cha	U S L, Ex	Mot	—	—	—	Tri	Gui	—	Kok	Tri	—	Halladay		Yes	Wat
Peerless 6-72 ..	Ste	Elg	Gro	Yal	Cha	U S L, Ex	Mot	—	—	—	Tri	Gui	—	Kok	Tri	—	Federal		Yes	Gab
Peerless 6-80..	Ste	Elg	Gro	Yal	Cha	U S L, Ex	Mot	—	—	—	Tri	Cor	—	Kok	Tri	—	Halladay		Ajax	Gab
Peerless 8-69..	Wal	Wal	Gro	Yal	Cha	U S L, Ex	Mot	—	Yes	Yes	Tri	Gui	—	Kok	Tri	—	Federal		Ajax	Wat
Peerless 6-90..	Wal	Wal	Gro	Yal	Cha	U S L, Ex	Mot	—	Yes	Yes	Tri	Gui	—	Kok	Tri	—	Halladay		Ajax	Wat
Pierce-Ar. 36..	Wal	Wal	Roc	Yal	A C, Cha	Wil	—	—	—	—	Sta	—	—	—	Tri	—	Sager		—	Hou
Pierce-Ar. 80..	Wal	Wal	Roc	Yal	A C, Cha	Wil	—	—	—	—	Sta	—	—	—	Tri	—	Sager		—	Hou
Pontiac Six ..	A C	—	Nat	—	A C	Pre	—	—	—	—	Lib	Dua	—	—	Tri	—	CG	CG	—	Wah
Reo Wolverine.	Ste	—	Nat	Yes	Cha	Wil	—	—	—	—	Tri	Gui	—	—	Tri	—	CG	CG	Yes	—
Reo A	DR	—	K-S	Yes	Cha	Wil	—	—	Yes †	Yes †	Tri	Gui	—	—	Tri	—	CG	CG	Yes	Lov
Rolls-Royce ..	—	—	—	—	Cha	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
" n. phaeton	—	—	—	—	Cha	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Star Four	Ste	—	—	Ign	A C	USL	—	—	—	—	Kok	Cor	—	—	Tri	—	†	†	—	—
Star Six	Ste	—	AkS	Ign	A C	USL	Mot	—	Yes	Yes	Kok	Gui	—	—	Tri	—	†	†	—	Gab
Stearns-K F 6-85	Ste	Wal	Nag	Joh	A C	USL	Mot	Cas	Elg	Elg	Tri	Hal	Hal	Tri	Tri	Per	Bif	Bif	—	Wat
Stearns-K G 8-85	Ste	Wal	Nag	Own	A C	USL	Mot	Cas	Elg	Elg	Tri	Hal	Hal	Tri	Tri	Per	Bif	Bif	—	Hou
Stude. Dictat'r	Ste	—	K-S	Her	Cha	USL	Mot	Cun	—	—	Yes	Yes	—	—	Fol	—	Eat	Eat	—	Wah
Stude. Com....	Ste	—	K-S	Her	Cha	USL	Mot	Cun	—	—	Yes	Yes	—	—	Fol	—	Eat	Eat	—	Gab
Stude. Pres. ..	Ste	Elg	K-S	Her	Cha	Wil	Mot	Cun	Yes	Yes	Yes	Yes	—	—	Fol	—	Bif	Bif	—	Wat
Stutz AA	Ste	NH	Gro	Joh	Cha	Pre	Mot	Cun	GR	GR	Kok	Bro	Bro	Kok	Fol	—	Cen	Cen	—	Wat
Velie 50	Ste	Ster	Nat	Joh	Cha	Pre	Mot	—	—	—	—	Cor	—	—	Tri	—	—	—	—	—
Velie 60	Ste	Ster	Nat	Joh	Cha	Pre	Mot	Cun	GR	GR	Kok	Cor	—	—	Tri	—	CG	CG	—	—
Whippet Four.	A C	—	—	—	Cha	USL	—	—	—	—	Yes †	—	—	—	†Tri	—	—	—	—	Gab
Whippet Six ..	A C	—	—	—	Cha	USL	—	—	—	—	Yes	—	—	—	Tri	—	—	—	—	Gab
Willys-K. 66-A	A C	Ster	Nag	—	Cha	USL	—	—	Yes	Cas	Yes	Yes	—	—	Tri	—	—	—	—	Wat
Willys-K. 70-A	A C	Ster	K-S	—	Cha	USL	—	—	Yes	Cas	Yes	Yes	—	—	Tri	—	—	—	—	Wat

KEY TO ABBREVIATONS USED IN THIS TABLE

AC—A. C. Spark Plug Co., Flint, Mich.
AKS—Akron-Selle Co., Akron, O.
Balc—Cincinnati Ball Crank Co., Cincinnati, O.
Ball—Automobile Equipment Mfg. Co., Chicago.
Ben—Benzer Corp., Brooklyn, N. Y.
Bif—Biflex Corp., Waukegan, Ill.
Bov—Bovey Auto. Heater Co., Chicago.
Bro—Brown and Green Ignition Sales Co., New York city.
Cas—Connecticut Automotive Specialty Co., Bridgeport, Conn.
CBC—See Balc.
Cen—Central Brass and Fixture Co., Springfield, O.
C. G.—Spring & Bumper Co., Detroit.
Cha—Champion—Spark Plug Co., Toledo.
Chi—Chicago Electric Mfg. Co., Chicago.
Cin—Cincinnati Victor Co., Cincinnati.
Cor—Corcoran Co., Cincinnati, O.
Corb—Corbin Cabinet Lock Co., New Britain, Conn.
Cun—Cuno Engineering Corp., Meriden, Conn.
Defender—N. Y. Wire & Spring Co., Newark, N. J.
D-R—Delco-Remy Corp., Anderson, Ind.
Dua—Dualite.
Eat—Eaton Axle & Spring Co., Cleveland.
Ele—Mitchell Specialty Co., Holmesburg, Philadelphia.
Elg—Elgin Clock Co., Elgin, Ill.
Ex—Electric Storage Battery Co., Philadelphia.
Fed—Federal Pressed Steel Co., Chicago.
Fis—Fisher Body Corp., Detroit, Mich.
Fol—Folberth, Inc., Cleveland, O.
Gab—Gabriel Snubber Mfg. Co., Cleveland.
G E—Gen. Electric Co., Schenectady, N. Y.
G R—Grand Rapids Metalcraft Corp., Grand Rapids, Mich.
Gro—Grolan Co., Dayton, O.
Gui—Guide Motor Lamp Mfg. Co., Cleveland, O.
Hal—Hall Lamp Co., Cincinnati, O.
Halladay—See Bifl.
Har—Edward V. Hartford, Inc., Jersey City, N. J.
Has—Robert H. Hassler, Inc., Indianapolis, Ind.
Her—Hershey Mfg. Co., Chicago, Ill.
Hex—Detroit Steel Products Co., Detroit.
Hid—Hilab Products Co., Indianapolis.
Hil—Hill Products Corp., Chicago.
Hou—Houde Engineering Corp., Buffalo.
Hun—Hunter, See Elg.
Ign—Ignition.
Ind—Indiana Lamp Corp., Connersville, Ind.
Jag—Jaeger Watch Co., New York city.
Joh—Johnson Automobile Lock Co., St. Louis, Mo.
Kel—Kelch.
Kok—Fulton Co., Milwaukee, Wis.
K-S—King-Seeley Corp., Ann Arbor, Mich.
Lib—Liberty Mirror Works, Pittsburgh.
Lin—Linden.
Lov—Lovejoy Mfg. Co., Boston, Mass.
Lux—Clock Mfg. Co., Waterbury, Conn.
Mot—Moto Meter Corp., Long Island City.
Nag—W. G. Nagel Electric Co., Toledo.
Nat—National Gauge & Equipment Co., La Crosse, Wis.
N E—North East Electric Co., Rochester.
N H—New Haven, See Bifl.
New—New Era Spring & Specialty Co., Grand Rapids, Mich.
Per—Perfection Heater & Mfg. Co., Cleveland, O.
Phi—Phinney-Walker Co., N. Y. city.
Pre—Prestolite Co., Indianapolis, Ind.
Rea—Appleton Electric Co., Chicago.
Rem—See D-R.
Roc—Rochester Mfg. Co., Rochester.
She—Sheldon Axle & Spring Co., Wilkes-Barre, Pa.
Sag—J. H. Sager Co., Rochester, N. Y.
Sta—Standard Mirror Co., Buffalo, N. Y.
Ste—Stewart-Warner Speedometer Corp., Chicago.
Ster—Sterling Electric Clock Corp., New York city.
Sto—Stover Signal Engineering Co., Racine, Wis.
Sup—Supreme Auto Truck & Specialty Co., New York city.
Tay—C. A. Taylor Trunk Works, Chicago.
Tri—Trico Products Corp., Buffalo, N. Y.
U. S. E.—Corporation Long Island City.
USL—U. S. L. Battery Corp, Niagara Falls, N. Y.
Wah—Wahl Co., Chicago, Ill.
Wal—Waltham Watch Co., Waltham, Mass.
Wat—John Warren Watson Co., Philada.
Wee—American Chain Co., Bridgeport, Conn.
Wes—Westinghouse Union Battery Co., Swissvale, Pa.
Wil—Willard Storage Battery Co., Cleveland, O.
Yal—Yale & Towne Mfg. Co., Stamford, Conn.

*Optional. †On some types.

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Buying on "Tick"

A. M. SAMUEL, minister of overseas trade in the British cabinet, fulminated the other day against the custom, which is growing in Britain of "buying on tick." "Production and sale of motor cars, phonographs, radios, pianos and clothes on 'tick' is a trade system built upon sand," said Mr. Samuel. "When the inevitable cycle of depression comes around, trade will collapse and bury in its ruins those who have produced on tick, sold on tick and bought on tick, goods which neither earn their cost nor redeem themselves out of earnings."

Referring to the widespread habit in America of paying for products from income, Mr. Samuel said that we have been able to indulge in this practice only because we have "wealth to burn." He deplored the fact that the Olympia automobile show in London is packed with an interested public, the exhibition's slogan being "Cars for everybody" and that everybody is buying the cars "on tick."

In this country we have the benefit of experience with buying motor cars from income and certainly the practice has so far brought none of the evils that Mr. Samuels predicts. More than 80 per cent. of our motor vehicle purchases are made on "time." The real proof of the validity of Mr. Samuel's jeremiad lies in whether or not the goods bought on tick earn their cost or redeem themselves out of earnings. Our American experience with time purchases of motor vehicles is that they do earn their cost and thus redeem themselves out of earnings.

In the meantime, it is interesting to note that the rapid growth of the habit of time payment purchases in Great Britain was what caused the overseas trade minister's outburst. If Britain's experience is the same as ours, Britishers will have no reason to regret the coming of purchases from income as a national policy.

Distribution Costs

CENSUS BUREAU figures show that during the past fifty years the number of persons employed in production have declined from 88 to 70 per cent. of the population of this country gainfully employed. During the same period the proportion of persons engaged in distribution has increased from 12 to 30 per cent. of the total. In the one case there is a drop of 18 per cent. and in the other an exactly corresponding increase.

At the same time distribution costs have increased enormously, even though improvements have been made by many industries in their distribution methods.

To meet this situation the Chamber of Commerce of the United States is engaged in collecting data regarding distribution methods and costs, with a view to co-operation with government agencies to improve conditions. This matter of distribution is one that touches every industry, the automotive as well as others.

End Hitch Hiking

MINNESOTA has just placed in effect a traffic code, containing a provision making it unlawful to stand by the roadside and solicit a ride in an automobile. It is also made unlawful to hitch toboggans, sleds or bicycles to cars or to jump on or into a car without the consent of the owner.

This is the first state law, in so far as we know, to ban the "hitch hiking" practice, which has reached the dimensions of a real evil. Minnesota's experience with the law will probably be watched by other states with a great deal of interest and a trend toward similar laws.

How to Increase Service Parts Sales

Herewith are published further chapters of the report of the Service Parts Division, Greater Market Development, of the Automotive Equipment Association, of a survey of jobbers service parts merchandising. Additional installments of this report will appear in subsequent issues.

VIII
MOST SUCCESSFUL SERVICE PARTS JOBBERS HAVE INSTALLED A MECHANICAL SERVICE PARTS DEPARTMENT.

This means the installation of certain pieces of equipment to insure prompt and economical service. The character of stock indicates the machinery necessary. Many jobbers have installed a reamer drive for piston pin fitting, an external grinder for grinding semi-finished pistons, a rebabbiting machine to take care of bearing work, a lathe to allow for flywheel ring gear installation, a brake-lining machine, cylinder tools and gauges, etc. This enables the jobber to do group selling, permitting, for instance, the sale of a connecting rod and piston assembly ready for installation.

This department constitutes a wonderful school to teach repair men the intelligent and efficient use of machinery, and should increase the sale of shop equipment.

In certain localities, on account of an exceptionally close working agreement with a cylinder grinder or motor rebuilder, this mechanical service may be dispensed with. These instances, however, are becoming fewer every day, as nothing can take the place of an individually owned mechanical service department in the jobber's own place of business.

It has been repeatedly suggested that this machinery be placed in the most prominent position in the jobber's service parts department. In one instance a jobber who had a piston grinder in his front window moved it to his fourth floor and suffered a great loss in piston business. A return of the grinder to its accustomed place restored the sales volume to normal.

Some who have argued against a mechanical department have asked if the trend of the times indicates that the general line jobber should run a garage. In answer to this, the facts as disclosed by this survey provide the answer.

XII.
THE SYSTEM OF DELIVERY AND INVOICING OF PARTS MUST PERMIT SPEED IN GETTING PRICES TO THE INDEPENDENT REPAIR MAN.

This survey proved that many general line jobbers to do recognize this important factor. An instance was found where a tourist car had been repaired on Monday, using service parts purchased from a certain wholesaler, and the invoice for these parts was not received until Friday, when the tourist was hundreds of miles away.

The repair man was obliged to phone a car dealer in his town, to determine the proper list price on the parts. The order and billing system in the parts department must permit the maximum speed, even though it becomes necessary for a separate system to be installed. A delivery ticket should be given to the repair man when the parts are picked up, this to show the list price and discount allowed, without any delay whatsoever.

XIII.
SUCCESSFUL SERVICE PARTS JOBBERS CO-ORDINATE THE SELLING OF SHOP EQUIPMENT WITH SERVICE PARTS.

One jobber reported four instances in which the sale of a particular piece of shop equipment resulted in the sale of service parts, in a short period of time, to a total, in each instance, of 300 per cent. of the cost of the equipment!

When a brake-lining machine or valve grinder, cylinder hone, or other tools, are purchased by a repair man—if these tools are kept busy—service parts must be used. Machinery consumes parts and therefore both should be sold together and sales programs arranged accordingly.

XIV.
MANY PARTS JOBBERS HAVE PROVIDED CATALOGUES, SIZE CHARTS, ETC., TO SIMPLIFY THE ORDERING OF PARTS.

One jobber provided a 350-page parts catalogue so simple to read and understand that the most humble mechanic in any repair shop could order parts correctly. Most every successful jobber has taken some means to make it easy to buy service parts from him. This is extremely important and should be given every consideration.

XV.
MOST SUCCESSFUL SERVICE PARTS JOBBERS SET A QUOTA FOR THEIR SALESMEN.

The commercial information division of Greater Market Development is able to supply information which will enable jobbers to secure car registration figures in any territory, and car registrations furnish an exact barometer of service parts sale. Analysis of parts consumption and not hope of sale is the method used by the most successful concerns.

Facts and figures of all kinds are easily available for the asking, from various sources, and there is no reason why any service parts jobber cannot determine his expected sales to some degree at least, and establish some quota as a standard by which to judge his efficiency or inefficiency in selling.

USE THE AUTOMOTIVE DAILY NEWS CLASSIFIED ADVERTISEMENTS.

Calendar of Coming Events

OCTOBER

28—**Fort Dodge, Ia.** Iowa Automotive Merchants' Association, convention.
25-27—**Chicago, Ill.** Society of Automotive Engineers, transportation, Hotel Sherman.
26-28—**Goldsboro, N. C.** American Automobile Association, race.
31-Nov. 1—**Washington, D. C.** Senate and Congress Committee Hearing on Excise Tax.

NOVEMBER

4-12—**Glasgow, Scotland.** Automobile show.
5—**Chicago, Ill.** Associated Manufacturers of Fabric Auto Equipment, convention, La Salle Hotel.
7-12—**Chicago, Ill.** Automotive Equipment Association, exposition, Coliseum.
7-12—**Chicago, Ill.** Automotive Accessories Association, Second Annual Show, Armory.
8- 9—**Chicago, Ill.** Automotive Equipment Association, invitation meeting (evenings) for automobile retailers and repairmen, Coliseum.
9—**Chicago, Ill.** Overseas Automotive Club, Inc., dinner, Stevens Hotel.
11—**Charlotte, N. C.** American Automobile Association, race.
11—**Louisville, Ky.** Solid Tire Dealers' meeting.
14-15—**Chicago, Ill.** National Association of Finance Companies, convention, Congress hotel.
14-16—**London, England.** World Motor Transport Congress.
14-18—**Cleveland, O.** National Standard Parts Association, annual convention and exposition, Convention Hall.
15-17—**Louisville, Ky.** National Tire Dealers' Association, convention.
17-26—**London, England.** Olympia Truck Show.
19-27—**Montevideo, Uruguay.** Fifth Annual Automobile Show.
21-26—**Chicago.** International Travel Exposition, Hotel Sherman.
24—**Los Angeles, Cal.** American Automobile Association, race.
—**Chicago, Ill.** Society of Automotive Engineers, national transportation and service meeting.
20-Dec. 4—**Lille, France.** Automobile, Cycle, Radio and Accessory, Third Regional Exposition, Palais Rameau.
22-November 13—**Berlin, Germany.** Exhibition and Conference of Engineering Materials.
27-Dec. 3—**New York city.** Annual Automobile Salon, Hotel Commodore.

DECEMBER

1—**Chicago, Ill.** Society of Automotive Engineers, tractor meeting.
1-3—**Washington, D. C.** National Research Council, convention.
2-December 12—Society of Automotive Engineers, European trip.
2-12—**Phoenix, Ariz.** American Automobile Association, race.
5—**New York city.** Overseas Automotive Club, Inc., luncheon, Hotel Astor.
6- 8—**Chicago, Ill.** American Petroleum Institute, eighth annual meeting, Hotel Stevens.

JANUARY

7-14—**New York city.** National Automobile Chamber of Commerce, National Automobile Show, Grand Central Palace.
7-14—**New York city.** Automobile Merchants' Association, show.
9—**New York city.** National Automobile Dealers' Association, meeting of Eastern District, Hotel Commodore.
9-14—**Cleveland, O.** American Road Builders' Association, show.
11—**Cleveland, O.** American Road Builders Association, banquet, Hollenden Hotel.
12—**New York city.** Annual Dinner of the Society of Automotive Engineers.
14-21—**Milwaukee, Wis.** Milwaukee Automotive Dealers' Association, show.
14-21—**Columbus, O.** Columbus Automobile Dealers' Association, show.
14-21—**Philadelphia, Pa.** Philadelphia Automobile Trades Association, show.
14-21—**Newark, N. J.** Newark Automobile Dealers' Association, show.
14-21—**Buffalo, N. Y.** Buffalo Automobile Dealers' Association, show.
15-21—**Cincinnati, O.** Automobile Show, Harry Gardner, manager, Music Hall.
16-21—**Louisville, Ky.** Louisville Auto Dealers' Association, automobile show.
21-28—**Cleveland, O.** Cleveland Automobile Manufacturers and Dealers' Association, Automobile Show, Public Auditorium.
21-28—**Baltimore, Md.** Baltimore Automobile Trades Association, annual show, Fifth Regiment Armory.
21-28—**Brooklyn, N. Y.** Brooklyn Motor Vehicle Dealers' Association, show, 23d Regiment Armory.
21-28—**Detroit, Mich.** Detroit's Auto Dealers' Association show.
21-28—**Pittsburgh, Pa.** Pittsburgh Automobile Dealers' Association show, Motor Square Garden.
21-28—**Montreal, Canada.** Automobile Show, Motordrome.
23-28—**Rochester, N. Y.** Rochester Automobile Dealers' Association, show, Edgarton Park.
24-27—**Detroit, Mich.** Annual Meeting of the Society of Automotive Engineers.
25—**Detroit, Mich.** Michigan Automotive Trades Association, Eighth Annual Convention, Hotel Statler.
28-Feb. 4—**Chicago, Ill.** National Automobile Chamber of Commerce, show, Coliseum.
28-Feb. 4—**Chicago, Ill.** Annual Automobile Salon, Hotel Drake.
28-Feb. 4—**San Francisco, Cal.** Motor Car Dealers' Association, show.
28-Feb. 4—**Chicago, Ill.** Chicago Automobile Dealers' Association, show.
28-February 4—**Washington, D. C.** Automobile Show, Auditorium.
30-February 4—**Camden, N. J.** Automobile Show, Convention Hall.
31-Feb. 3—**Chicago, Ill.** National Automobile Dealers' Association, annual meeting, Palmer House.

FEBRUARY

1—**Chicago, Ill.** National Automobile Dealers' Association, banquet, Palmer House.
4-11—**Minneapolis, Minn.** Minneapolis Automobile Show, Municipal Auditorium.
6-11—**Syracuse, N. Y.** Syracuse Automobile Dealers' Association, show, State Armory.
6-11—**Wichita, Kan.** Automobile Show.
6-12—**Sheboygan, Wis.** Automobile Show, Eagles Hall.
11-18—**Providence, R. I.** Automobile Show, Cranston Street Armory.
16-26—**San Bernardino, Cal.** Automobile Show, National Grange Show Building.
18-25—**Hartford, Conn.** Automobile Show, State Armory.
18-25—**Trenton, N. J.** Automobile Show, State Armory.
20-25—**Deadwood, S. D.** Automobile Show, Auditorium.
21-25—**Muskegon, Wis.** Automobile Show, Armory.
27-March 3—**Springfield, Mass.** Automobile Show, Municipal Auditorium.

MARCH

7-10—**Springfield, Ill.** Automobile Show, State Arsenal.
7-11—**Los Angeles, Cal.** All Western Road Show.
10-17—**Boston, Mass.** Automobile Show, Mechanics Building.
11-18—**Los Angeles, Cal.** Annual Automobile Salon, Hotel Biltmore.
11-18—**Kansas City, Mo.** Kansas City Motor Car Dealers' Association, show, American Royal Building.
13-18—**Denver, Col.** Denver Automobile Dealers' Association, show.
13-18—**Indianapolis, Ind.** Indianapolis Automobile Dealers' Association, show.
20-25—**Des Moines, Ia.** Des Moines Automobile Show.
20-25—**St. Louis, Mo.** St. Louis Automobile Dealers' Association, show.
23-April 11—**Berlin, Germany.** International Aircraft Show.
25-March 3—**San Francisco, Cal.** Automobile Salon, Hotel St. Francis.

APRIL

25-27—**Houston, Tex.** National Foreign Trade Council, convention.

MAY

2-13—**Rio de Janeiro, Brazil.** Automobile and highway show.

Financial News of the Automotive Industry

Oil Jobbers Hesitate To Sign Up On Refiners' Marginal Contracts

Chicago, Oct. 25.—Jobbers do not seem inclined to take hold in large volume of the marginal contracts offered by refiners to the jobbing trade for the coming year covering gasoline supplies. The jobbers are doubtful about entering on such contracts because they have been able to buy cheap gasoline on the spot market for most of the past year, and they believe that present low prices will endure for some time to come.

Contracts offered the trade this year mostly carry the regular 4-cent spread clause between tank car and tank wagon prices. A few contracts have appeared based on service station prices, allowing 6 cents instead of the 4-cent spread based on tank wagon. These have not been so freely offered in the last few weeks, since the crop of rumors has somewhat died down relative to expected changes in the resale price structure of gasoline.

No definite policy has been formulated by most of the refiners, who admit that they are uncertain about the advisability of taking in many marginal contracts. The refinery gasoline price situation is still closely balanced between the factors working toward steady prices and those making for a weaker market, but the weakening factors seem to have slightly the best of it and the price is settling slowly.

Most motor gasoline now sold out of Oklahoma is at 6 cents, or so slightly above it as to make the average very close.

MOTOR WHEEL REPORT

New York, Oct. 25.—Net income of the Motor Wheel Corporation and subsidiaries for quarter ended September 30, 1927, was $330,949, after interest, depreciation and Federal taxes, comparing with $515,100 in the third quarter of 1926. For the first nine months of this year net income totaled $7,377,228, after above charges, against $1,511,127, in the same period of 1926.

GOODYEAR DIVIDEND

New York, Oct. 25.—Goodyear Tire and Rubber Company declared an initial dividend of $1.75 on first preferred stock, payable January 1, to stock of record December 1; also regular quarterly dividend of $1.75 on preferred stock, payable January 1, to stock of record December 1.

CONTINENTAL OIL EARNINGS

New York, Oct. 25.—Profit of Continental Oil Company for nine months ended September 30, 1927, was $4,128,242, after inventory adjustments, but before depreciation and depletion.

OFFICIALS VISIT

Jacksonville, Fla., Oct. 25.—C. R. O'Connor and B. W. Cotton, officials of the B. F. Goodrich Rubber Company, attended a meeting here recently of the representatives of the southeastern division of the company.

REPORT CHRYSLER MAY RETIRE PREFERRED STOCK

New York, Oct. 25.—A plan to retire a large part of the preferred stock of the Chrysler Sales Corporation in place of paying a larger dividend or an extra dividend on common, has been informally discussed by influential interests in the corporation, according to a Dow, Jones report. While no definite decision has been arrived at, the report claims the directors will act upon this method of utilizing the large cash holdings of the company at the next meeting.

On June 30 the corporation had $19,374,000 in marketable securities and $5,521,000 cash, a total of nearly $25,000,000. Reinvestment of earnings since that date has undoubtedly increased cash and security holdings to close to $30,000,000. As it would take $24,725,000 to retire the preferred issue at its redemption price of $115, the company could take such action and still have sufficient cash for its needs.

C. G. SPRING AND BUMPER DECLARES DIVIDEND

Detroit, Oct. 25.—C. G. Spring and Bumper Company declared regular quarterly dividend of 20 cents on common, payable November 15 to stock of record October 28.

Report of C. G. Spring and Bumper Company for fiscal year ended August 31, 1927, shows a net profit of $318,656 after depreciation, Federal taxes and other charges, equivalent after dividend requirements on 8 per cent. preferred stock, to $1.62 a share earned on 172,585 no par shares of common stock. This compares with $47,719 or $3.07 a share on 165,000 common shares outstanding at the end of previous year.

USE THE AUTOMOTIVE DAILY NEWS CLASSIFIED ADVERTISEMENTS.

Rubber Prices.

New York, Oct. 25.—A definite trend in the operations on the Rubber Exchange of New York yesterday was lacking, with trading in crude rubber futures only moderately active. Varying interpretations of the present and future status of British restriction were responsible for continued nervousness of the market. Sales were 412 lots, or 1,030 long tons.

RUBBER EXCHANGE OF NEW YORK

	High.	Low.	Close.	Prev. Close.
October	34.30	34.20	*34.30	34.10
November	34.30	34.20	*34.20	34.10
December	34.80	34.40	*34.50	34.40
1928—				
January	—	—	*34.60	34.60
February	—	—	†34.80	34.70
March	35.10	34.90	35.00	34.80
April	—	—	†35.20	34.90
May	35.50	35.10	35.40	35.00
June	—	—	†35.50	35.20
July	35.70	35.60	†35.60	35.50
August	—	—	†35.60	35.70
September	36.10	36.00	†36.20	35.90

Spot price, †34.30.

*Bid. †Nominal. ‡Asked.

OUTSIDE CLOSING PRICES

(Per lb., delivered, New York)

	Bid.	Asked.
PLANTATION—		
Rubber smoked sheets.		
Spot	34⅜	34⅝
October	34⅜	34⅝
November	34⅝	35
December	34⅝	34⅞
January-March	35⅛	35⅜
First latex crepe	34¾	34⅞
Clean thin brown crepe	30⅝	31
Specky brown crepe	30½	30⅝
Rolled brown crepe	29	—
No. 2 amber	31	31½
No. 3 amber	30⅝	30⅞
No. 4 amber	31⅛	31⅜
PARAS—		
Upriver fine spot	27⅛	27½
do, coarse	21	21½
Acera, fine	27½	27¾
Caucho Ball—Upper	21½	22
Island, fine	26	—
CENTRALS—		
Esmeralda	20	20½
Central scrap	19½	20
Mexican scrap	17	17½
Guayule, washed & dried	—	*28
Balata—Block Ciudad	41	—
Panama	38	—
Surinam sheet	55	56
Amazon, upper	43	44
Amazon, lower	22	23

SCRAP RUBBER

(Dealers' buying prices per lb., f. o. b., New York.)

Boots and shoes, black	1.50	a 1.55
Arctics	.50	a .75
Inner tubes, mixed	4½a	4⅝
Inner tubes, No. 1	6.50	a 6.75
Inner tubes, No. 2	4.50	a 4.75
Inner tubes, red	6.00	a 6.25
Mixed hose, soft	.50	a .60
Hose, air brake	1.50	a 1.60
Tires, standard, blk, ton	17.00	a18.00
Tires, stand., mixed, ton	17.00	a18.00
Tires, white, mixed, ton	42.00	a44.50

*Nominal.

ADVANCE RUMELY PLANS FOR REVOLVING LOAN FUND

Chicago, Oct. 25.—The executive committee of Advance-Rumely Company is taking steps on the final recommendation to the directors at a meeting next Thursday of a plan which will provide the company with a revolving loan of from $3,000,000 to $5,000,000, enabling it to clear up all of its bank loans before the end of the year and set the stage for a return to an operating basis which should result in increased earnings.

The plan which is in its final stage will enable the company to obtain credit ranging from $3,000,000 to $5,000,000 for the next three years, putting up as collateral 125 per cent. in farmers' notes receivable, obtained in part payment for equipment and secured by such equipment. At the end of 1926 Advance-Rumely carried $8,757,534 in such receivables, but since there has been an increase to more than $9,000,000.

[illegible] DOWNTOWN BRANCH

New York, Oct. 25.—The Liberty [illegible] West 57th St., of which W. C. Durant is chairman of the board, has opened a third [illegible] in the heart of the financial district at 50 Broadway. This in[illegible] was opened three years ago and was intended to be a strictly local bank confining its activities [illegible] business along New York's automobile row.

MOON MEETING POSTPONED

St. Louis, Oct. 25.—Stockholders' meeting of Moon Motor Car Co., to vote on capital increase, has been postponed to October 26, due to insufficient proxies.

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE

Previous, 1927 High	Low	Div.		Sales	High	Low	Close	Net Change
15⅝	8	....	Advance Rumely	800	7⅞	7⅝	7⅞	— ⅛
41	22½	....	do pf	600	25	22½	25	+ 2⅞
13	7½	....	Ajax Rubber	1,000	8	7⅞	7⅞	+ ⅛
118⅝	88	6	Allis-Chalmers	600	111¾	110½	110½	....
26⅝	13	....	Am. Bosch Magneto	1,000	21½	21¼	21¼	— ⅜
103	100½	7	Am. Chain pf	100	101	101	101	....
10	4	....	Am.-La France	800	7	7	7	....
36⅝	19½	....	Briggs Mfg. Co.	3,200	20½	20	20	....
14	5	....	Chandler Motor	500	5⅝	5½	5⅝	+ ⅛
26¼	13	2.50	do pf	100	18½	18½	18½	....
137½	120½	6	Chicago Pneu. Tool	200	127¾	127¾	127¾	+ 2¼
47	38	4	Chicago Yellow Cab	1,700	46¾	44¾	46	+ 2⅜
62⅝	38⅛	3	Chrysler Corp.	22,600	52¾	51⅞	51⅞	+ ½
114⅝	102⅝	8	do pf	100	112¾	112¾	112¾	— ¼
13¾	9⅝	.80	Continental Motors	900	10	9⅞	9⅞	....
27¼	13¼	....	Dodge Bros. A	9,600	14¾	14⅜	14⅜	— ⅛
85	56½	7	Dodge Bros. pf	8,600	63¾	62	62¾	....
29¾	22⅞	2	Eaton Axle & Spring	2,800	23½	22⅞	22⅞	— ½
100	63½	6.50	Electric Auto-Lite	1,000	90⅞	90	90¾	— ⅝
79½	63¼	6	Electric Stor. Battery	500	70½	69½	70½	+ ⅝
13	3	....	Emerson-Brant	500	4⅛	4	4	....
30¾	18½	.80	Federal Motors	200	19	19	19	....
14⅞	12	.64	Fifth Ave. Bus	50	12¼	12¼	12¼	— ¼
20	14⅝	....	Fisk Rubber	1,900	16¼	16	16	— ⅛
100	81	7	do 1st pf	100	91½	91½	91½	— 1½
59	29½	3.50	Gabriel Snubber	3,100	39⅜	38½	38½	— ⅛
12¼	6½	....	Gardner Motor	1,000	8⅝	8⅞	8⅞	— ⅝
141	113¼	....	General Motors new	147,600	128⅛	125	125½	+ ⅛
125¼	118½	7	do 7s pf	400	124¾	124¼	124¼	....
22	14⅛	....	Glidden Co.	1,800	15¼	15	15	....
85⅛	42¾	4	Goodrich Co.	11,600	72¾	71	71⅝	+ 2⅛
65⅝	48⅜	....	Goodyear T. & R.	3,200	57⅜	56	56	— ⅛
97½	94½	....	do pf	400	94½	94	94½	....
91½	48¼	5	Hudson Motor Car	28,800	69⅝	68¼	68⅝	+ ¾
23⅝	16	1.40	Hupp Motor Car	5,700	18	17¼	17⅞	+ 1
15⅝	11⅝	1	Intercon. Rubber	200	12	12	12	+ ⅛
22½	12⅝	....	Jordan Motor Car	400	15¼	15	15	....
31½	9½	....	Kelly-Springfield	2,600	27¼	26⅝	27	+ ⅝
102	85	....	do 8s pf	200	87	87	87	....
15	7	....	Lee Rubber & Tire	100	12	12	12	....
118⅝	88¼	6	Mack Trucks	14,500	101⅞	99⅝	100¼	+ ¼
113¼	109	7	do 1st pf	100	111½	111½	111½	+ ½
56⅝	23⅝	2	Miller Rubber	1,000	27	25¼	26	+ ⅝
12½	6	....	Moon Motors	500	6¾	6¾	6¾	— ⅛
38⅝	19¼	3.60	Moto Meter A	100	21⅞	21⅞	21⅞	+ ⅝
27⅝	20⅝	2	Motor Wheel Corp.	600	25¾	25½	25½	— ¼
19½	10	....	Mullins Body	3,000	58¾	57	58¾	+ ⅞
43	16¼	....	Murray Body	2,200	19¼	18⅞	18⅞	+ ⅛
93⅝	60¼	5	Nash Motors	8,700	83¼	82½	82⅝	+ ⅛
5⅝	1⅛	....	Norwalk T. & R.	500	2¼	2¼	2¼	— ¼
49⅝	33¾	2.20	Packard Motor Car	16,700	45⅝	45⅛	45⅝	— ¼
14½	7⅞	....	Paige-Detroit Motor	2,000	10½	10¼	10¼	— ¼
32	20	....	Peerless Motor Car	900	22⅛	21⅝	22⅛	— ⅝
23⅝	9⅛	....	Pierce-Arrow	2,100	9⅝	9⅜	9⅝	— ⅝
10¼	4	....	Reynolds Spring	3,200	7¼	6⅝	6¾	— ¾
28⅞	20½	....	Spicer Mfg. Co.	800	24½	24	24½	+ ⅝
74⅝	54¼	5	Stewart-Warner Speed.	3,500	69¾	67½	68½	+ ⅝
34½	26⅛	2	Stromberg Carburetor	700	37⅞	37	37⅞	+ ⅝
63⅛	49	5	Studebaker Co.	9,200	54	52¾	53	+ ¼
142½	78	5	Timken Roller Bear.	18,000	114¾	110	112½	+ ⅞
67⅞	37¼	....	U. S. Rubber	6,500	53⅞	51⅝	52⅞	+ ½
111⅝	85¾	8	do 1st pf	200	100	99	99½	+ ¼
68⅝	36	4	White Motors	1,000	37⅞	37¼	37⅞	+ ⅛
27⅝	13½	....	Willys-Overland	5,000	14⅝	13⅞	14	....
40	25	....	Yellow Truck & Coach	14,000	31⅛	29⅞	30⅛	+ ½

NEW YORK CURB MARKET

Sales.		High.	Low.	Last.	Ch'ge.
200	Aub Auto	104½	104	104½	+ ½
100	Bastian B	24	24	24	+ 4
900	Bohn A & B	22½	22½	22½	— ⅛
100	C G S & B	7½	7½	7½	+ ½
200	Doeh Die C	16½	16	16½	— ⅝
1000	Dur Motor	9¼	9	9	— ⅝
50	Firest T&R	154	154	154	+ 1
100	do 7% pf	107	107	107	+ ¼
30	Ford M Cn	550	542	542	— 2
50	Hood Rub	38½	38½	38½	— 1
3100	Johns Mvile	116	114¼	115	— ⅛
400	Marm Mot	45	44⅞	46	+ 3
25	Mil Rub pf	99½	99½	99½	— ½
5400	Reo Motor	26	25⅝	25⅝	— ½
400	Rep M T ctf	3½	3½	3½	
300	Rolls R A pf	74	72⅛	72⅛	+ 7⅛
600	Stutz Mot	17½	16½	16½	
200	Timk D Axl	12½	12½	12½	+ ¼
700	Trico Prod	28	27	27⅞	+ ⅝
300	U S L Batt	63⅞	63	63⅞	+ ⅛
600	do B	9⅝	9⅝	9⅝	
2600	Watson J W	22	20	21⅞	+ 1⅛

CHICAGO

Sales.		High.	Low.	Last.
2400	Auburn	105	103	104
150	Bastian Blessing	24¼	24⅛	24¼
250	Bendix	48	48	48
550	Borg & Beck	65¼	64¼	65
17150	Chi Yel Cab	46½	44½	46
510	Marvel Carb	47¼	46	46½
150	Pines Winterfr.	51½	51	51½
950	Reo	26	25¾	25¾
4450	Stew Warner	69½	67½	68⅞
50	Studebak Mall	9½	9½	9½
10	Wahl	11½	11½	11½
50	Warner Gear	28½	28½	28½
100	Yates Mach	15	15	15

CLEVELAND

	Bid.	Asked.
Firestone	160	165
do 6% pf	107	109
do 7% pf	107	108
Miller Rub pf	98	100
Ohio B pf	110	112
Seiberling R	32	34
Stearns	3½	5

DETROIT

Sales.		High.	Low.	Last.
575	Bohn	22½	22½	22½
100	Fed Motor Tr	19½	19½	19½
200	Gen Motors	125¾	125¾	125¾
210	Motor Wheel	25¾	25½	25¾
785	Packard	45⅞	45½	45½
7278	Reo	26	25¾	25¾
500	Timken Axle	12½	12½	12½

(The above table shows Monday's automotive stock movements, complete.)

Among thousands of owners of Falcon-Knight cars

An investigation among more than eight thousand owners who have purchased Falcon-Knight automobiles since last April, gives conclusive evidence that these owners are enthusiastic boosters for the famous Knight sleeve-valve engine and Falcon-Knight performance.

This volunteer sales force of Falcon-Knight owners is a valuable asset in building a satisfactory and permanent business for every Falcon-Knight dealer.

FALCON MOTORS CORPORATION · DETROIT

Falcon-Knight

AMERICA'S FINEST TYPE OF MOTOR

DEALER DOINGS

CHEVROLET DEALERS MEET IN CANTON, O.

Canton, O., Oct. 25.—Dealers and associate dealers of the Chevrolet Motor Company in the Canton territory held a dinner meeting at the Hotel Cortland recently. J. C. Chick of Detroit, general sales manager of the association, and E. R. Palmer, Cleveland zone sales manager, were guests and spoke. More than 100 Chevrolet dealers, their sales managers and salesmen were in attendance at the conference.

JERSEY CITY DEALER TO HANDLE HUDSON LINE

Jersey City, N. J., Oct. 25.—After fifteen years of selling new and used cars, the Communipaw Auto Sales of 767 Communipaw Ave., this city, has incorporated and will on November 1 become a Hudson-Essex dealer. Heretofore the company has handled all makes of new cars but has never had dealership for any particular kind of car. James C. Domm is general manager of the concern.

GLASS MOTOR ACQUIRES FORD FRANCHISE

Huntington, Tex., Oct. 25 (U. T. P. S.).—A. M. Glass, owner of the Glass Motor Company here, has purchased the local Ford franchise and will add Ford lines to his business.

KELLER TO OPEN BUICK DEALERSHIP IN LONGVIEW

Longview, Wash., Oct. 25.—William L. Keller, veteran Washington automobile dealer, who for the last year has operated a Buick dealership at Olympia, Wash., will open a Buick dealership at Vandercook and Michigan Streets, Longview, November 1. The firm will be known as William L. Keller & Sons. Two sons, Austin and Lawrence Keller, who are associated with him in operation of the Olympia business, will be associated with him here also.

Personal Items

PRESENTED WITH WATCH

Atlanta, Ga., Oct. 25.—Mr. Redding, a member of the sales staff of F. E. Maffett, Inc., local distributor for Oakland and Pontiac cars, was recently presented with a watch and chain as a token of appreciation for his sales achievements in September.

ON VACATION

Spokane, Wash., Oct. 25.—DeWitt Wallace of Wallace Brothers, Studebaker distributor, is taking a month's vacation in California. He will spend most of his time in Long Beach, where his parents live.

WITH AUBURN DEALER

Long Beach, Cal., Oct. 25.—B. M. Anderson, formerly identified with the Lloyd W. Hillman Company, Chrysler dealer, has been appointed sales manager for Charles J. Weaver, local Auburn dealer.

Improvements

TO HAVE NEW QUARTERS

East Liverpool, O., Oct. 25.—Michael Turk of the Turk-Nash Sales Company, Nash dealer in the East Liverpool district, this week announces he has obtained a five-year lease on the first floor and offices of the old Patterson Foundry building, East 6th and Walnut Streets, which will be remodeled into an up-to-date sales and service garage. Alterations will be completed in about sixty days, and the Turk firm expects to occupy the quarters about December 15.

Obituary Notes

DR. CHARLES T. GORE

Evansville, Ind., Oct. 25.—Dr. Charles T. Gore, 47, vice-president of the Wabash Valley Motor Company, Hudson-Essex distributor in southern Indiana and Illinois, and western Kentucky, with establishments here and at Lawrenceville and Robinson, Ill., was buried from his home in Lawrenceville, Ill., last week. Mr. Gore had been vice-president of the company for more than five years.

Major Specifications and Mechanical Details

Make and Model	Wheel Base	Engine Make	Type	Cylinders	Bore & Stroke	Tax H. P.	Brake, H. P. and	Peak R. P. M.	Piston Displ.	Pist. Make or Mat	No. Main Bear.	Oil Rectifier	Fuel Cleaner	Piston Rings	Carbureter	Air Cleaner	Name and Model
Auburn 6-66	120	Con	L	6	2⅞x4¾	19.8	55	@3000	185	C I	4	..	..	Qua	Scheb	..	Auburn 6-66
Auburn 8-77	125	Lyc	L	8	2¾x4¾	24.2	62	@3200	226	Boh	5	..	..	Per	Scheb	..	Auburn 8-77
Auburn 8-88	130-147	Lyc	L	8	3¼x4½	33.8	90	@3200	299	Boh	4	Pur	..	Per	Scheb	..	Auburn 8-88
Buick 115	114½	Own	H	6	3⅛x4½	23.4	63	@2800	207	C I	5	A C	Ste	Own	Mar	A C	Buick 115
Buick 120 and 128	120-128	Own	H	6	3½x4¾	29.4	77	@2800	274	C I	4	A C	Ste	Own	Mar	A C	Buick 120 and 128
Cadillac	140	Own	L	8	3 1/16x4 13/16	35.0	90	@3000	341	C I	3	A C	..	Per	Own	..	Cadillac
Chandler Big 6	124	Own	L	6	3½x5	29.4	65	@2200	289	C I	4	A C	..	Qua, Per	Scheb	A C	Chandler Big 6
Chandler Special 6	109	Own	L	6	3 x4¼	21.6	50	@2800	180	C I	3	A C	..	Qua	Scheb	A C	Chandler Special 6
Chandler Royal 8	124	Own	L	8	3¼x4¾	33.8	80	@3000	314	C I	5	A C	..	Qua, Per	Scheb	A C	Chandler Royal 8
Chevrolet AA	103	Own	H	4	3 1/16x4	21.8	26	@2000	171	C I	3	A C	..	Own	Carter	..	Chevrolet AA
Chrysler 80	120-127-133	Own	L	6	3½x5	29.4	92	@3000	288	Boh	7	Pur	Gas	P'r,Qua,G'n	Ball	Un	Chrysler 80
Chrysler 72	120	Own	L	6	3¼x5	25.3	75	@3000	248	Boh	7	Pur	..	P'r,Qua,G'n	Ball	Un	Chrysler 72
Chrysler 62	109	Own	L	6	3 x4¼	21.6	54	@3000	180	Boh	7	Pur	..	P'r,Qua,G'n	Strom	Un	Chrysler 62
Chrysler 52	107	Own	L†	4	3⅝x4⅛	21.0	38	@2800	170	Boh	3	..	..	P'r,Qua,G'n	Car	..	Chrysler 52
Davis 99	120	Con	L	8	3 x4¾	28.8	80	@3200	269	Boh	5	..	..	Qua	Strom	A C	Davis 99
Diana 8	125½-135	Own	L	8	3 x4¼	28.8	72	@2950	240	C I	5	Pur	..	Per & Qua	Strom	Un	Diana 8
Dodge Bros. 128	108	Own	L	4	3⅞x4½	24.0	35	@2000	212	Boh	5	..	..	Qua	Stew	Han	Dodge Bros. 128
Dodge Bros. 124	116	Own	L	4	3⅞x4½	24.0	35	@2000	212	Boh	5	..	..	Qua	Stew	Han	Dodge Bros. 124
Dodge Bros. Senior	116	Own	L	6	3¼x4½	25.3	68	@....	224	Boh	7	Yes	Yes	Qua	Strom	Han	Dodge Bros. Senior
Elcar 6-70	117	Lyc	L	6	2⅞x4¾	19.8	55	@3000	185	C I	4	Pur	Ste	Per	Swan	..	Elcar 6-70
Elcar 8-82	123	Lyc	L	8	2⅞x4¾	26.4	70	@3200	247	C I	5	Pur	Ste	Per	Swan	..	Elcar 8-82
Elcar 8-90	127-132	Lyc	L	8	3¼x4½	33.8	90	@3200	299	Lyn	5	Pur	Ste	Per	Swan	..	Elcar 8-90
Erskine Six	107	Own	L	6	2⅝x4½	16.5	40	@3200	146	C I	4	Pur	..	Qua, McQ	Str'm	B.I.E.	Erskine Six
Essex Super Six	110½	Own	L†	6	2 1/16x4½	17.3	..	@....	153	Al	3	..	..	Qua	Stew	..	Essex Super Six
Falcon-Knight	109½	Own	K	6	2 1/16x3⅞	20.7	45	@3200	157	C I	7	Ski	Gas	Qua	Till	Til	Falson-Knight
Flint Z-18	110	Con	L	6	2¾x4¾	18.1	40	@2400	169	Boh	4	Pur	Own	Qua	John	Un	Flint 2-18
Flint 60	115	Con	L	6	3¼x4⅝	25.3	56	@2600	230	Boh	7	Pur	Own	Qua	Scheb	Un	Flint 60
Flint 80	120-130	Con	L	6	3⅜x5	27.3	65	@2400	268	Boh	7	Pur	Own	Qua	Strom	Un	Flint 80
Ford	100	..	..	..	.. ..	..	..	@....	..	..	..	..	..	..	..	..	Ford
Franklin 11-B	119	Own	H*	6	3¼x4	25.3	..	@....	199	Al	7	Pur	Gas	Per & P.P.	Strom	Un	Franklin 11-B
Gardner 75	122	Lyc	L	8	2¾x4¾	24.2	65	@3200	226	C I	5	..	Ray	Per	Scheb	A M	Gardner 75
Gardner 80	122	Lyc	L	8	2¾x4¾	24.2	65	@3200	226	C I	5	Pur	Ray	Per	Scheb	A M	Gardner 80
Gardner 85	122	Lyc	L	8	2⅞x4¾	26.5	74	@3200	247	Al	5	Pur	Ray	Per	Scheb	A M	Gardner 85
Gardner 88	130	Lyc	L	8	2⅞x4¾	26.5	74	@3200	247	Al	5	Pur	Ray	Per	Scheb	A M	Gardner 88
Gardner 90	130	Lyc	L	8	3¼x4½	33.8	84	@2900	298	C I	5	Pur	Ray	Per	Scheb	A M	Gardner 90
Hudson Super Six	127⅜	Own	L	6	3½x5	29.4	..	@....	288	Al	4	..	..	Qua	Marv	..	Hudson Super Six
Hupmobile A-5	114	Own	L	6	3⅛x4¼	23.4	50	@3000	196	C I	4	Pur	Gas	Per	Strom	..	Hupmobile A-5
Hupmobile E-3	125	Own	L	8	3 x4¾	28.8	67	@2800	268	C I	5	Pur	Gas	Per	Strom	..	Hupmobile E-3
Jordan R	107	Con	L	6	3¼x4	25.3	62	@3000	199	Boh	7	Pur	Gas	Qua	Strom	Un	Jordan R
Jordan AA	125½	Con	L	8	3 x4⅜	28.8	64	@3000	268	C I	5	Pur	Gas	Per, Qua	Strom	Un	Jordan AA
Jordan J-1	116	Con	L	8	2⅞x4¾	26.4	74	@3000	247	C I	5	Pur	Gas	Qua	Strom	Un	Jordan J-1
Jordan Air Line 8	116	Con	L	8	3 x4¾	28.8	80	@3200	269	Boh	5	Yes	Yes	Qua	Strom	Un	Jordan Air Line 8
Kissel 6-55	124-131	Own	L	6	3 x5⅛	26.3	61	@2300	265	Lyn	3	Kin	Gas	Per	Scheb	A C	Kissel 6-55
Kissel 6-70	117	Own	L	6	2⅞x4¾	19.8	53	@2900	184	Lyn	4	Kin	Gas	Per	Scheb	A C	Kissel 6-70
Kissel 8-80	125-132	Own	L	8	2⅞x4¾	26.5	70	@2900	246	Lyn	5	Kin	Gas	Per	Scheb	A C	Kissel 8-80
Kissel 8-90	131-139	Own	L	8	3 3/16x4½	32.6	71	@3000	287	Lyn	5	Kin	Gas	Per	Scheb	A C	Kissel 8-90
LaSalle	125	Own	L	8	3⅛x4 13/16	31.2	80	@3000	303	C I	3	A C	Gas	Per	Own	..	LaSalle
Lincoln 8	136	Own	L	8	3⅜x5	36.4	90	@2800	358	Al	5	..	Own	Qua	Strom	Un	Lincoln 8
Locomobile 8-70	122	Con	L	8	2⅞x4¾	26.4	66	@3000	247	A C	5	..	..	Per	Scheb	A M	Locomobile 8-70
Locomobile 8-80	130	Lyc	L	8	3¼x4½	33.8	90	@3200	299	Boh	5	..	..	Per	Scheb	A M	Locomobile 8-80
Locomobile 48	142	Own	T	6	4½x5½	48.6	103	@2300	525	C I	7	..	Own	Per	Ball	Un	Locomobile 48
Locomobile 90	138	Own	L	6	3⅞x5¼	36.0	86	@2600	372	C I	7	..	..	Per	Strom	A C	Locomobile 90
Marmon 8	116	Own	H	8	2¾x4	24.2	64	@3200	190	Al	5	Wal	..	Per	Scheb	..	Marmon 8
Marmon E-75	136	Own	H	6	3¾x5⅛	33.8	84	@2700	340	C I	3	Own	..	Per	Scheb	..	Marmon E-75
McFarlan St. 8	131-136	Lyc	L	8	3¼x4½	33.8	79	@3000	299	C I	5	..	Roy	Per	Scheb	..	McFarlan St. 8
McFarlan T V	141¼	Own	T	6	4½x6	48.6	120	@2400	573	Lyn	4	..	Roy	Per	Scheb	..	McFarlan T V
Moon Series A	113	Con	L	6	3⅛x4¼	23.4	50	@2600	196	C I	4	Pur	..	Qua, Per	Strom	..	Moon Series A
Moon 6-60	110	Con	L	6	2⅞x4¾	19.8	47	@2600	185	C I	4	Pur	..	Qua, Per	Cart	Un	Moon 6-60
Nash Stand. 6	108¼	Own	L	6	3⅛x4	23.4	45	@2600	184	C I	7	A C	Ray	Per & Bur	Cart	A C	Nash Stand. 6
Nash Adv. 6	121-127	Own	H	6	3 1/16x5	28.4	70	@2400	279	C I	7	A C	Ray	Per & Bur	Marv	A C	Nash Adv. 6
Nash Spec. 6	112¾	Own	H	6	3¼x4½	25.3	52	@2600	224	C I	7	A C	Ray	Per & Bur	Marv	A C	Nash Spec. 6
Oakland All-American	117	Own	L	6	3¼x4¼	25.3	60	@3000	212	S. St.	4	A C	A C	Qua, Wil	Marv	A C	Oakland All-Amer.
Oldsmobile Series E	110 13/16	Own	L	6	2⅞x4¾	19.8	40	@2600	185	C I	3	A C	..	..	John	A C	Oldsmobile Series E
Overland 4 Whippet	100¼	Own	L	4	3⅛x4⅜	15.6	31	@2800	134	C I	3	..	..	Qua, Per	Till	..	Overland 4 Whippet
Overland 6 Whippet	109½	Own	L	6	3 x4	21.6	40	@2800	170	C I	3	..	Til	Qua, Per	Till	..	Overland 6 Whippet
Packard 526-533	126-133	Own	L	6	3½x5	29.4	82	@3200	289	Boh	7	Pur	..	..	Own	..	Packard 536-533
Packard 443	143	Own	L	8	3½x5	39.2	106	@3200	385	Boh	9	Pur	..	..	Own	..	Packard 443
Paige 6-45 and 6-45 A	109	Con	L	6	2⅞x4¾	19.8	49	@3200	185	C I	4	A C	A C	Qua	John	..	Paige 6-45
Paige 6-75	125	Own	L	6	3⅜x5	27.3	75	@3000	268	Boh	3	A C	A C	Qua	John	..	Paige 6-75
Paige 6-65	115	Own	L	6	3¼x5	25.3	68	@2800	249	C I	3	A C	A C	Qua	John	..	Paige 6-65
Paige 8-85	131½	Lyc	L	8	3¼x4½	33.8	78	@3000	299	Boh	5	A C	A C	Qua	Scheb	..	Paige 8-85
Peerless 6-60	116	Con	L	6	3¼x4	25.3	62	@3000	199	Al	7	Pur	..	Qua	Strom	..	Peerless 6-60
Peerless 6-72	126½-133½	Own	L	6	3½x5	29.4	70	@2500	289	Boh	7	Pur	Own	Qua	John	..	Peerless 6-72
Peerless 6-80	116	Con	L	6	3¼x4⅝	25.3	63	@2600	230	Boh	7	Pur	A C	Qua	Strom	A C	Peerless 6-80
Peerless 6-90	120	Own	L	6	3¼x5	29.4	70	@2500	289	Boh	7	Pur	A C	Per	Strom	A C	Peerless 6-90
Peerless 8-69	126-133½	Own	L	8	3¼x5	33.8	80	@2800	222	C I	3	Pur	Own	Per	Strom	..	Peerless 8-69
Pierce-Arrow 36	138	Own	T	6	4 x5½	38.4	70	@2600	415	C I	7	Own	Gas	Dur & Per	Own	..	Pierce-Arrow 36
Pierce-Arrow 80	130	Own	L	6	3½x5	29.4	100	@2600	289	C I	7	Own	Gas	Dur & Per	Own	..	Pierce-Arrow 80
Pontiac Six	110	Own	L	6	3¼x3¾	25.3	36	@2400	186	S. St.	3	..	..	Qua, Wil	Carter	..	Pontiac Six
Reo Wolverine	114	Con	L	6	3¼x4	25.2	50	@2400	199	Al	7	..	..	Qua	Scheb	..	Reo Wolverine
Reo Flying Cloud	121	Own	L	6	3¼x5	25.3	65	@2800	249	Al	7	Han	..	Qua & Per	Scheb	A M	Rey Flying Cloud
Rolls-Royce Silv. Ghost	143½	Own	L	6	4½x4¾	48.6	..	@....	453	..	7	..	..	Qua	Own	..	Rolls-Royce Sil. Gh.
Rolls-Royce New Phant.	143½-146½	Own	H	6	4¼x5½	43.3	..	@....	468	..	7	..	..	Qua	Own	..	Rolls-Royce N. P.
Star Four	103	Con	L	4	3⅜x4¼	18.2	30	@2200	152	Boh	3	..	..	Qua	Till	..	Star Four
Star Six	107	Con	L	6	2¾x4¾	18.2	40	@2400	169	Boh	4	H W	..	Qua	Till	..	Star Six
Stearns-Knight F 6-85	137¼	Own	K	6	3½x5	29.4	82	@2600	288	C I	7	Til	Til	O H	Till	Till	Stearns-K F6-85
Stearns-Knight G 8-85	137¼	Own	K	8	3½x5	39.2	112	@2800	385	C I	9	Til	Til	O H	Till	Till	Stearns-K G8-85
Studebaker Dictator	113	Own	L	6	3⅜x4½	27.3	50	@2200	242	C I	4	Pur	..	Per	Strom	..	Studebaker Dict.
Studebaker Commander	120	Own	L	6	3⅞x5	36.0	75	@2400	353	C I	4	Pur	..	Per	Strom	..	Studebaker Com.
Studebaker President	127	Own	L	6	3⅞x5	36.0	75	@2400	353	C I	4	Pur	..	Per	Ball	..	Studebaker Pres.
Stutz AA	131-145	Own	H	8	3¼x4½	33.8	110	@3600	299	C I	9	Wal	Gas	Per	Zeni	A M	Stutz AA
Velie Stand. 50	112	Own	H†	6	3⅛x4¼	23.4	50	@2900	196	C I	4	Own	..	Per	Strom	..	Velie Stand. 50
Velie Spec. 60	118	Own	H†	6	3 3/16x4⅝	24.4	60	@2900	221	C I	4	Own	..	Per	Strom	..	Velie Spec. 60
Willys-Knight 66-A	126	Own	K	6	3⅜x4¾	27.3	70	@3200	255	Boh	7	Ski	Til	Qua	Till	Till	Willys-Knight 66 A
Willys-Knight 70	113¼	Own	K	6	2 13/16x4⅜	20.7	53	@3000	178	Al	7	Ski	Til	Qua	Till	Till	Willys-Knight 70

KEY TO ABBREVIATIONS USED IN THIS TABLE

Engines—Con, Continental; Lyc, Lycoming. Valve Locations—L, L-head; H, valve-in-head; K, Knight sliding sleeve valve. * Air cooling. † Thermo-syphon. All engines without these reference marks have pump water circulation.

Piston Make—Al, Aluminum; Boh, Bohn; C I, Cast Iron; Lyn, Lynite; S S, Semi-steel.

Piston Rings—Bur, Burd; Con, Continental; Dur, Duro; Gen, General; McQ, McQuay; O H, Ohio Hammered; Per, Perfect Circle; P P, Pressure Proof; Qua, Quality; Wil, Wilcox.

Oil Rectifiers—A C, AC Cpark Plug Company; Han, Handy; H W, Rich Tool Company; Kin, Kingston; Pur, Purolator; Ski, Skinner; Til, Tillotson; Wal, Wall.

Fuel Cleaners—A C, AC Spark Plug Company; Ray, Rayfield; Gas, Gascolator; Ray, Raffield; Ste, Stewart; Til, Tillotson.

Carbureters—Ball, Ball & Ball; Car, Carter; John, Johnson; Marv, Marvel; Scheb, Schebler; Stew, Stewart; Strom, Stromberg; Till, Tillotson; Zeni, Zenith.

Air Cleaners—A C, AC Spark Plug Company; A M, Air Maze; B.I.E., built in engine; Han, Handy; Til, Tillotson; Un, United.

Ignition, Generators and Starters—At-K, Atwater-Kent; Aut-L, Auto-Lite; Bosch, Robert Bosch; Am B, American Bosch; De J, De Jon; Del-R, Delco-Remy; Wag, Wagner; West, Westinghouse.

Clutches—Borg, Borg & Beck; Brn-L, Brown Lipe; Detr, Detroit; Guay, Guay & Haigh; M M, Mechanics Machine; Munc, Muncie; Rock, Rockford; War-G, Warner Gear; Warn, Warner.

Universals—Alem, Alemite; Clev, Cleveland; Detr, Detroit; M M, Mechanics Machine; Spic, Spicer; Ther Thermoid; Un M, Universal Machine; Un P, Universal Products.

Rear Axles—Ad, Adams; Col, Columbia; Eat, Eaton; Sal, Salisbury; Tim, Timken.

Brakes—M, Mechanical; H, Hydraulic. Figure 2 signifies that brakes are only on rear wheels.

Steering Gear—Cas, Cass Products; Gem, Gemmer; Jac, Jacox; Ross, Ross Gear and Tool Company.

Rear Springs—Semi, Semi-elliptic; Cant, Cantilever; Trans, Transverse; Ell, Full elliptic.

Chassis Lubrication—Alem, Alemite; Dawn, Dawson; Al-Z, Alemite-Zerk; Oil c, Oil Cups; Bas, Bassick Constant.

# of Present American Passenger Car Models

Name and Model	Ignition System	Gen. and Starter	Clutch	Gear Set	Universals	Rear Axle	Ratio	Brakes	Steering Gear	Rear Springs	Chassis Lubric.	Tires	Name and Model
Auburn 6-66	Del-R	Del-R	Long	War-G	Un P	Col ½	4 9	M	Ross	Semi 56¾	Alem	29x5.25	Auburns 6-66
Auburn 8-77	Del-R	Del-R	Long	War-G	Un P	Col ½	4.7	M	Ross	Semi 56¾	Alem	29x5.25	Auburn 8-77
Auburn 8-88	Del-R	Del-R	Long	War-G	Un P	Col ½	4.45	M	Ross	Semi 56¾	Alem	31x6.00	Auburn 8-88
Buick 115	Del-R	Del-R	Own	Own	Own	Own ¾	4.9	M	Jac	Cant 48	Zerk	31x5.25	Buick 115
Buick 120 and 128	Del-R	Del-R	Own	Own	Own	Own-F	4.7	M	Jac	Cant 47⅝	Zerk	33x6.00	Buick 120 and 128
Cadillac	Del-R	Del-R	Own	Own	Spicer	Own-F	4.75	M	Jac	Semi 60	Alem	32x6.75	Cadillac
Chandler Big 6	Del-R	Del-R	Borg	Own	Own	Own ¾	4.45	M	Own	Semi 59¼	Bowen	33x6.00	Chandler Big 6
Chandler Spec. 6	Del-R	Del-R	Borg	Own	Own	Own ½	4.90	M	Gem	Semi 51	Bowen	30x5.00	Chandler Special 6
Chandler Royal 8	Del-R	Del-R	Borg	Own	Own	Own ¾	4.45	M	Own	Semi 59¼	Bowen	32x6.00	Chandler Royal 8
Chevrolet AA	Del-R	Del-R	Own	Own	Own	Own ½	3.82	M²	Own	Semi 54	Alem	29x4.40	Chevrolet AA
Chrysler 80	Del-R	Del-R	Guay	Own	Un P	Own ½	4.18	H	Ross	Semi 58	Zerk	30x6.75	Chrysler 80
Chrysler 72	Del-R	Del-R	Borg	Own	Un P	Own ½	4.30	H	Gem	Semi 57¾	Zerk	30x6.00	Chrysler 72
Chrysler 62	Del-R	Del-R	Borg	Own	Un P	Own ½	4.60	H	Gem	Semi 53	Zerk	28x5.25	Chrysler 62
Chrysler 52	Del-R	Del-R	Rock	War-G	Own	Own ½	4.70	M²	Gem	Semi 53½	Zerk	29x4.75	Chrysler 52
Davis 99	Del-R	Del-R	Borg	War-G	Pete	Col ¾	4.90	H	Ross	Semi 50¼	Alem	40x6.00	Davis 99
Diana 8	Del-R	Del-R	Borg	War-G	M M	Col ½	5.10	H	Ross	Semi 54¼	Alem	32x6.00	Diana 8
Dodge Bros. 128	N. E.	N. E.	Own	Own	M M	Own ½	3.76	M²	Gem	Semi 54	Zerk	29x5.00	Dodge Bros. 128
Dodge Bros. 124	N. E.	N. E.	Own	Own	Own	Own ½	4.16	M²	Gem	Semi 55	Zerk	31x5.25	Dodge Bros. 124
Dodge " Senior	N. E.	N. E.	Own	Own	Own	Own ½	4.54	H	Gem	Semi 55	Zerk	31x6.00	Dodge Bros. Senior
Elcar 6-76	Del-R	Del-R	Long	War-G	Clev	Sal ½	4.90	H	Ross	Semi 51	Oil c.	28x5.25	Elcar 6-70
Elcar 8-82	Del-R	Del-R	Long	War-G	Clev	Sal ½	4.90	H	Ross	Semi 56	Oil c.	30x6.00	Elcar 8-82
Elcar 8-90	Del-R	Del-R	Long	War-G	Spic	Sal ½	4.62	H	Ross	Semi 58	Bowen	32x6.20	Elcar 8-90
Erskine Six	Del-R	Del-R	Long	War-G	Spic	Timk ½	4.78	M	Gem	Semi 52	Alem	29x4.75	Erskine Six
Essex Super Six	Aut-L	Aut-L	Own	Own	Spic	Own ½	5.40	M²	Own	Semi 54⅞	Oil c.	30x5.00	Essex Super Six
Falcon-Knight	Aut-L	Aut-L	Borg	Own	M M	Own	5.11	S	Own	Semi 51¾	Alem	30x5.00	Falcon-Knight
Flint 2-18	Aut-L	Aut-L	Own	Own	Un M	Own ½	4.87	M²	Own	Semi 52	Zerk	30x5.25	Flint 2-18
Flint 60	Aut-L	Aut-L	Own	Own	Spic	Own ½	4.77	H	Ross	Semi 51½	Zerk	30x5.77	Flint 60
Flint 80	De-J	Aut-L	Own	Own	Spic	Own ½	4.77	H	Ross	Semi 55	Zerk	32x6.20	Flint 80
Ford	..	..	..	..	..	..	..	..	..	..	..	..	Ford
Franklin 11-B	At-K	Dyno	Brn-L	Own	Spic	Own ½	4.73	M	Own	El 38	Zerk	32x6.00	Franklin 11-B
Gardner 75	Del-R	Del-R	Borg	War-G	Clev	Col ½	4.8	M	Own	Semi 54	Alem	28x5.25	Gardner 75
Gardner 80	Del-R	Del-R	Borg	War-G	Clev	Col ½	4.88	M	Ross	Semi 54	Bas	30x6.00	Gardner 80
Gardner 85	Del-R	Del-R	Borg	War-G	Clev	Col ½	4.9	M	Own	Semi 54	Bas	30x6.00	Gardner 85
Gardner 88	Del-R	Del-R	Borg	War-G	Clev	Col ½	4.9	M	Own	Semi 54	Bas	30x6.00	Gardner 88
Gardner 90	Del-R	Del-R	Borg	War-G	Clev	Col ½	4.6	M	Ross	Semi 57	Bas	32x6.00	Gardner 90
Hudson Super Six	Aut-L	Aut-L	Own	Own	Spic	Own ½	4.45	M	Gem	Semi 57	Alem	31x6.00	Hudson Super Six
Hupmobile A-5	Aut-L	Aut-L	Borg	Detr	M M	Own ½	4.90	M	Ross	Semi 54	Alem	30x5.25	Hupmobile A-5
Hupmobile E-3	Del-R	Aut-L	Long	Detr	Un P	Own ½	4.90	H	Ross	Semi 56½	Alem	32x6.00	Hupmobile E-3
Jordan R	Aut-L	Aut-L	Long	War-G	Spic	Col ½	4.60	H	Gem	Semi 55¼	Alem	28x5.25	Jordan R
Jordan AA	Aut-L	Aut-L	Detr	Detr	Spic	Timk ½	4.60	H	Gem	Semi 55¾	Alem	32x6.20	Jordan AA
Jordan J-1	Aut-L	Aut-L	Long	War-G	Spic	Timk ½	4.40	H	Gem	Semi 55¾	Alem	32x6.00	Jordan J-1
Jordan Air Line 8	Aut-L	Aut-L	Long	War-G	Spic	Timk ½	4.09	H	Gem	Semi	Alem	30x6.00	Jordan Air Line 8
Kissel 6-55	Del-R	Del-R	Borg	War-G	M M	Col ½	4.63	H	Ross	Semi 60	Daws	31x6.00	Kissel 6-55
Kissel 6-70	Del-R	Del-R	Borg	War-G	M M	Col ½	4.63	H	Ross	Semi 60	Daws	30x6.00	Kissel 6-70
Kissel 8-80	Del-R	Del-R	Borg	War-G	M M	Col ½	4.63	H	Ross	Semi 60	Alem	31x6.00	Kissel 8-80
Kissel 8-90	Del-R	Del-R	Borg	War-G	M M	Timk ½	4.89	H	Ross	Semi 60	Daws	31x6.00	Kissel 8-90
LaSalle	Del-R	Del-R	Own	Own	Spic	Own ¾	4.54	M	Jac	Semi 58	Alem	32x6.00	LaSalle
Lincoln 8	Del-R	Del-R	Own	Own	Spic	Timk-F	4.58	M	Own	Semi 60	Alem	33x6.75	Lincoln 8
Locomobile 8-70	Del-R	Del-R	Borg	Detr	Spic	Ad ½	4.77	S	Ross	Semi 58	Zerk	31x6.00	Locomobile 8-70
Locomobile 8-80	De J	De J	Borg	War-G	Spic	Sal ½	4.81	S	Ross	Semi 58	Zerk	32x6.00	Locomobile 8-80
Locomobile 48	Del-R	West	Own	Own	Spic	Own-F	3.50	S	Ross	¾ El 50	Zerk	33x6.75	Locomobile 48
Locomobile 90	De J	De J	Own	Own	Spic	Eat ½	4.50	M	Ross	Semi 60	Zerk	33x6.75	Locomobile 90
Marmon 8	Del-R	Del-R	Own	Own	Spic	Own ½	..	M	Ross	Semi 56	..	29x5.25	Marmon 8
Marmon E-75	Del-R	Del-R	Borg	Own	Spic	Own ¾	..	M	Gem	Trans 45	Bowen	32x6.75	Marmon E-75
McFarlan St. 8	Del-R	Del-R	Borg	War-G	Clev	Timk ½	5.11	H	Ross	Semi 58½	Bowen	33x6.20	McFarlan St. 8
McFarlan T V	De J	De J	Borg	Brown-L	Clev	Timk-F	3.53	H	Ross	Semi 64	Alem	33x6.75	McFarlan T V
Moon Series A	Del-R	Del-R	Borg	War-G	Spic	Col ½	4.90	H	Ross	Semi 54	Alem	30x5.25	Moon Series A
Moon 6-69	Del-R	Del-R	Borg	War-G	Spic	Col ½	4.88	H	Ross	Semi 54	Alem	29x4.75	Moon 6-60
Nash Stand. 6	Aut-L	Aut-L	Borg	Own	Ther	Own ½	4.77	M	Ross	Semi 50⅞	Alem	30x5.00	Nash Stand. 6
Nash Adv. 6	Del-R	Del-R	Borg	Own	Own	Own ½	4.50	M	Gem	Semi 56½	Alem	32x6.00	Nash Adv. 6
Nash Spec. 6	Del-R	Del-R	Borg	Own	Own	Own ½	4.88	M	Gem	Semi 54	Alem	30x5.25	Nash Spec. 6
Oakland All-Am.	Del-R	Del-R	Own	Munc	M M	Own ½	4.73	M	Jac	Semi 50¾	Alem	29x5.50	Oakland All-American
Oldsmobile Ser. E	Del-R	Del-R	Borg	Mung	Fabric	Own ½	4.89	M	Jac	Semi 49	Alem	30x5.00	Oldsmobile Series E
Overland 4 Whip.	Aut-L	Aut-L	Borg	Own	M M	Own ½	5.11	M	Own	Semi 51¾	Alem	28x4.75	Overland 4 Whippet
Overland 6 Whip.	Aut-L	Aut-L	Borg	Own	M M	Own ½	4.42	M	Own	Semi 54½	Alem	29x4.75	Overland 6 Whippet
Packard 526-533	Del-R	Dyn	Own	Own	M M	Own ½	4.69	M	Own	Semi 56	Bijur	20x6.75	Packard 526-533
Packard 443	Del-R	Dyn	Own	Own	M M	Own ½	4.38	M	Own	Semi 56	Bijur	20x6.75	Packard 443
Paige 6-45	Del-R	Del-R	Rock	War-G	M M	Sal ½	4.90	H	Gem	Semi 54	Al-Z	30x5.25	Paige 6-45
Paige 6-75	At-K	Del-R	Long	War-G	M M	Sal ½	4.82	H	Gem	Semi 58	Al-Z	32x6.00	Paige 6-75
Paige 6-65	At-K	Del-R	Long	War-G	M M	Sal ½	4.50	H	Gem	Semi 54	Al-Z	30x5.25	Paige 6-25
Paige 8-85	Del-R	Del-R	Long	War-G	M M	Sal ½	3.69	H	Gem	Semi 58	Al-Z	30x6.75	Paige 8-25
Peerless 6-60	Aut-L	Aut-L	Borg	Detr	Spic	Col ½	4.44	H	Ross	Semi 54¼	Alem	29x5.25	Peerless 6-60
Peerless 6-72	Del-R	Del-R	Borg	Own	Spic	Eat ½	4.42	H	Ross	Semi 56	Alem	33x6.00	Peerless 6-72
Peerless 6-80	Aut-L	Aut-L	Borg	Detr	Spic	Col ½	4.40	H	Ross	Semi 54	Alem	32x6.00	Peerless 6-80
Peerless 6-90	Aut-L	Aut-L	Borg	Detr	Spic	Col ½	4.40	H	Ross	Semi 54	Alem	32x6.00	Peerless 6-90
Peerless 8-69	Del-R	Del-R	Borg	Own	Spic	Eat ½	4.42	H	Ross	Semi 56	Alem	33x6.20	Peerless 8-69
Pierce-Arrow 36	Del-R	Del-R	Own	Own	Spic	Own ½	4.29	M	Gem	Semi 61¼	Zerk	33x6.75	Pierce-Arrow 36
Pierce-Arrow 80	Del-R	Del-R	Borg	Brown-L	Spic	Timk ½	4.45	M	Gem	Semi 56½	Zerk	33x6.00	Pierce-Arrow 80
Pontiac Six	Del-R	Del-R	Own	Own	Own	Own ½	4.18	M²	Jac	Semi 54	Zerk	29x4.95	Pontiac Six
Reo Wolverine	No. E	No. E.	Borg	War-G	Spic	Sal ½	4.45	H	Ross	Semi 55	Zerk	28x5.25	Reo Wolverine
Reo Flying Cloud	Del-R	Del-R	Long	Own	Detr	Own ½	4.58	H	Ross	Semi 55	Zerk	30x6.20	Reo Flying Cloud
Rolls-Royce S. Gh	Bosch	West	Own	Own	Own	Own-F	3.72	M²	Own	Cant 54½	Alem	33x6.75	Rolls-Royce Silv. Ghost
Rolls-Royce N. P.	De J	Own	Own	Own	Own	Own-F	3.72	M	Own	Cant 54½	Bijur	33x6.75	Rolls-Royce New Phant.
Star Four	Aut-L	Aut-L	Own	Own	Spic	Own ½	4.87	M²	Own	Semi 53¾	Alem	29x4.40	Star Four
Star Six	Aut-L	Aut-L	Own	Own	Spic	Own ½	4.87	M²	Own	Semi 53¾	Alem	29x5.00	Star Six
Stearns-K F6-85	De J	De J	Borg	Own	Spic	Timk ½	5.00	M	Ross	Semi 62	Alem	32x6.75	Stearns-Knight F6-85
Stearns-K G8-85	De J	De J	Long	Own	Spic	Timk ½	4.50	M	Gem	Semi 62	Alem	32x6.75	Stearns-Knight G 8-85
Studebaker Dict.	Del-R	Del-R	Long	Own	Spic	Own ½	4.18	M	Own	Semi 50⅛	Zerk	31x5.25	Studebaker Dictator
Studebaker Com.	Del-R	Del-R	Long	Own	Spic	Own ½	3.31	M	Own	Semi 50⅛	Zerk	31x5.25	Studebaker Commander
Studebaker Pres.	Del-R	Del-R	Long	Own	Spic	Own ½	4.08	M	Own	Semi 56	Zerk	32x6.75	Studebaker President
Stutz AA	Del-R	Del-R	Borg	Detr	M M	Timk ½	4.75	H	Ross	Semi 62	Myers	32x6.20	Stutz AA
Velie Stand. 50	Aut-L	Aut-L	Borg	War-G	Clev	Own ½	4.90	H	Ross	Semi 55	Zerk	30x5.00	Velie Stand. 50
Velie Spec. 60	Del-R	Del-R	Borg	M M	Clev	Own ½	4.90	H	Ross	Semi 55	Zerk	32x6.00	Velie Spec. 60
Willys-K 66-A	Aut-L	Aut-L	Borg	Own	M M	Own ¾	5.11	M	Own	Semi 63⅛	Alem	32x6.00	Willys-Knight 66-A
Willys-Knight 70	Aut-L	Aut-L	Borg	Own	M M	Own ½	5.11	M	Own	Semi 58¼	Alem	31x6.00	Willys-Knight 70

KEY TO ABBREVIATIONS USED IN THIS TABLE

pump water circulation.
Engines—Con, Continental; Lyc, Lycoming.
Valve Locations—L, L-head; H, valve-in-head; K, Knight sliding sleeve valve.
* Air cooling. † Thermo-syphon. All engines without these reference marks have
Piston Make—Al, Aluminum; Boh, Bohn; C I, Cast Iron, Lyn, Lynite; S S, Semi-steel.
Piston Rings—A H, American Hammered; Bur, Burd; Con, Continental; Dur, Duro; Gen, General; McQ, McQuay; O H, Ohio Hammered; Per, Perfect Circle; P P, Pressure Proof; Qua, Quality; Wil, Wilcox.

Oil Rectifiers—A C, AC Spark Plug Company; Han, Handy; H W, Rich Tool Company; Kin, Kingston; Pur, Purolator; Ski, Skinner; Till, Tillotson; Wal, Wall.
Fuel Cleaners—A C, AC Spark Plug Company; Ben, Beneke; Gas, Gascolator; Ray, Rayfield; Ste, Stewart; Til, Tillotson.
Carbureters—Ball, Ball & Ball; Car, Carter; John, Johnson; Marv, Marvel; Scheb, Schebler; Stew, Stewart; Strom, Stromberg; Till, Tillotson; Zeni, Zenith.
Air Cleaners—A C, AC Spark Plug Company; A M, Air Maze; B.I.E., built in engine; Han, Handy; Til, Tillotson; Un, United.

Ignition, Generators and Starters—At-K, Atwater-Kent; Aut-L, Auto-Lite; Bosch, Robert Bosch; Am B, American Bosch; De J, De Jon; Del-R, Delco-Remy; Wag, Wagner; West, Westinghouse.
Clutches—Borg, Borg & Beck; Brn-L, Brown Lipe; Detr, Detroit; Guay, Guay & Haigh; M M, Mechanics Machine; Munc, Muncie; Rock, Rockford; War-G, Warner Gear; Warn, Warner.
Universals—Alm, Almetal; Clev, Cleveland; Detr, Detroit; M M, Mechanics Machine; Spic, Spicer; Ther, Thermoid; Un M, Universal Machine; Un P, Universal Products.

Rear Axles—Ad, Adams; Col, Columbia; Eat, Eaton; Sal, Salisbury; Tim, Timken.
Brakes—M, Mechanical; H, Hydraulic. Figure 2 signifies that brakes are only on rear wheels.
Steering Gear—Cas, Cass Products; Gem, Gemmer; Jac, Jacox; Ross, Ross Gear and Tool Company.
Rear Springs—Semi, Semi-elliptic; Cant, Cantilever; Trans, Transverse; El, Full elliptic.
Chassis Lubrication—Alem, Alemite; Daws, Dawson; Al-Z, Alemite-Zerk; Oil c, Oil Cups; Bas, Bassick Constant.

TAX ON SURPLUS SEEMS PROBABLE

(Continued from Page 1)

been invoked, it was pointed out at the capital today.

Experts employed by the joint Congressional committee on revision of the tax at today's meeting pointed out that millions of dollars in revenue are being held back in corporations under loopholes in the law. The Treasury has made investigations and threatened penalties.

There was difference of opinion as to how many corporations would be affected by an ironclad surplus tax law. Senator Reed Smoot, chairman of the Senate Finance Committee, indicated that he is in favor of redrafting the law so that there can be no doubt as to its provisions.

The senator told the Automotive Daily News that only a few so-called one-man corporations would be affected. Treasury experts, however, point out that there are hundreds of corporations, controlled by single families, that never declare dividends, citing innumerable incorporated automobile dealer firms.

While Senator Smoot would not be quoted, it was explained that a revision of the law to tax surpluses might have a far-reaching effect on the tax-paying practices of Henry and Edsel Ford and the Ford Motor Company.

Should small corporations declare dividends the income received by individuals would be taxed under the individual income brackets. Where the corporation earnings tax is 13½ per cent. surtaxes on individual incomes run as high as 20 per cent.

In addition to Senator Smoot, W. R. Green of Iowa, chairman of the House Ways and Means Committee, also wants something done to make the law effective. The present wording of the law is admittedly ambiguous, he declared at today's meeting.

SPARKS

(Continued from Page 2)

industry. R. W. Conant, formerly of Detroit, has been made sales manager of the new company, and Jack Stick is director of service. Mr. Stick was formerly with the service department of Willys-Overland at the Toledo factory.

* * *

A Jackson taxicab driver has been held on a charge of non-support. Doubtless he is attempting to qualify as the meanest man.

* * *

Sleeping cars for motor bus service between Detroit and Chicago are announced to begin operation about the first of the year. Elevated observation platforms will add to the novelty of the construction of the cars on the day run.

* * *

New Yorkers to the number of 200 annually abandon their cars and trucks on the city streets, to the disturbance of Alfred J. Taylor, commissioner of the Department of Street Cleaning. Mr. Taylor should appreciate the fact that these owners are trying to do their bit toward solving the used car problem.

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